

REPORT OF NATIONAL HAY CONVENTION IN THIS ISSUE

# THE AMERICAN

## ELEVATOR AND

# GRAIN TRADE

Established 1882.

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

Established 1882

PUBLISHED BY  
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XXXVIII

431 South Dearborn Street, Chicago, Ill., August 15, 1919

NO. 2

Our Ways and Our Means  
Encourage Patronage

**McKenna & Rodgers**

Grain Merchants  
Consignments

60 BOARD OF TRADE  
CHICAGO

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There is no way in which Rubber serves Industry better than in the Rubber Grain Conveying Belt.

Our "GRAINVEY" Conveying Belt, and the "ELEVAY" Bucket Elevator Belt, are made to last. They are flexible and tough. They run so straight and true there is no unnecessary wear. No spillage. Wherever you want a constant stream of grain placed, these belts will deposit it without fuss, trouble or the slightest injury to the grain.

As made by The Diamond Rubber Company, these belts perform work that wins the admiration of the most exacting elevator superintendent.

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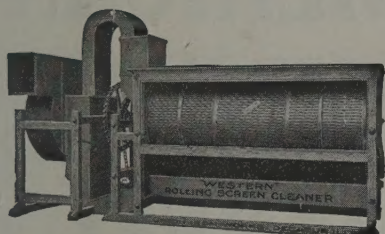
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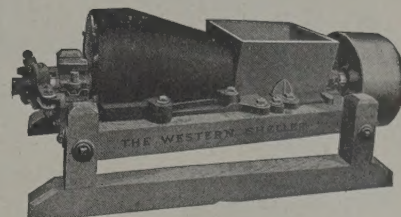


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*Get Ready for  
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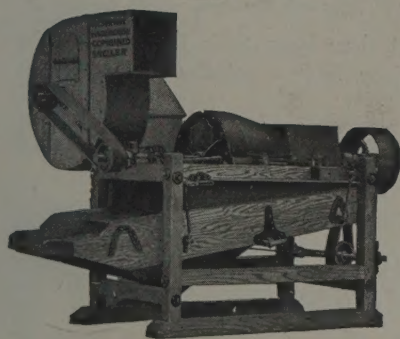
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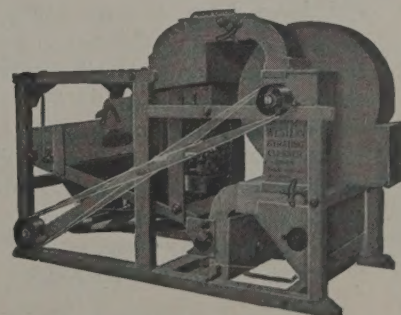
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which guarantees the successful, satisfactory and economical operation of your plant. We have manufactured and sold grain elevator machinery for so many years that the stamp of unqualified approval of the grain trade everywhere rests upon our entire line. If it's from the Western Line, you'll find it right.



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We invite correspondence. Our services, descriptive catalogs, etc., are at all times at your disposal.



"Western" Gyrating Cleaner

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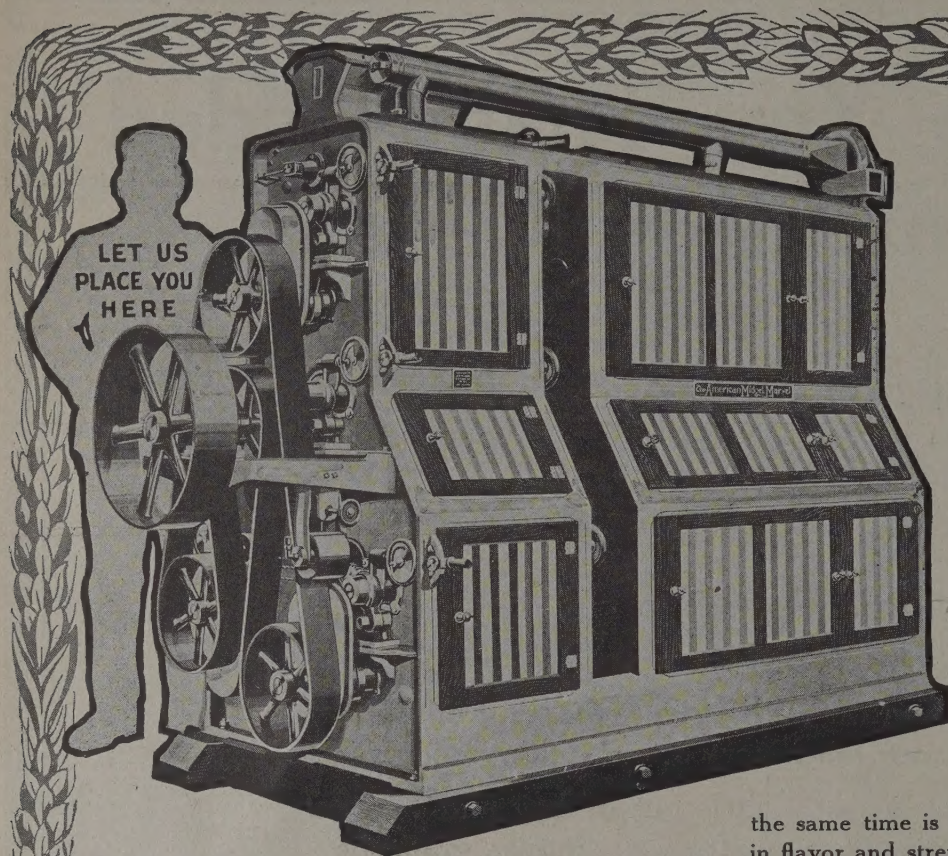
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will earn you larger profits, through economy of operation and its high yield of creamy, rich flour.

Straight grade flour from the "Midget" Marvel will sell in competition with any standard patents on the market and at

the same time is a flour of considerably better quality, both in flavor and strength of gluten.

*This letter is just an example of many we have received from ex-long system millers who are now operating "MIDGET" MARVELS.*

Fredonia, Kans.,  
May 8, 1919.

The Anglo-American Mill Co.,  
Owensboro, Ky.  
Gentlemen:

I am really surprised at the results I am getting on the "Midget" Marvel.

I have been a long system miller for the past thirteen years, having come from a 1,500-barrel mill. The straight grade flour I am making on this mill compares very favorably with the best high patent flours sold here from some of the largest mills in Kansas.

Yours very truly,  
W. E. PRAMER.

Today there are more than 1,600 of these mills in operation in this country, making their owners unusual profits. We refer you to any of our customers as to the merits of the "Midget" Marvel. Their enthusiasm over the performance of this mill has been the biggest factor in our success.

Our sales for the past three months exceed by more than twice those of any other three months in our history.

The "Midget" Marvel is successfully meeting the competition of some of the largest mills in the world. We have a 50-bbl. unit in St. Paul, Minn., two 50-bbl. units in Nashville, Tenn., and two 60-bbl. units in Buffalo, N. Y. In these three great milling centers, right in the shadow of some of the largest mills in the country, these "Midget" Marvels are making big profits. Isn't this evidence of "Midget" Marvel efficiency.

We maintain a Service Department composed of the best milling talent in the country for the free use of "Midget" Marvel owners.

Our customers, providing only that they keep their flour up to the 85 per cent standard of our milling advisor, have a privilege of using our nationally advertised brand

### "FLAVO" FLOUR

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*This mill is manufactured in seven capacities—  
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**Sold on Thirty Days' Free Trial and with the  
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Our Engineering Department will design special plans for installing "Midget" Marvels where our standard plans will not apply. Prices and liberal terms make it possible for a man with a small amount of money to get into this profitable business. Write today for a revised copy of the "Story of a Wonderful Flour Mill" just off the press. You will find it most interesting.

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## *The Feeds That Nourish The Stock*

### Bring Repeat Orders

Almost any feed can be sold to some stock raisers **ONCE**.

Sucrene Feeds are the "Come-Back-for-More" Feeds, because the quality is always there.

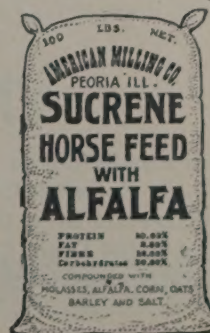
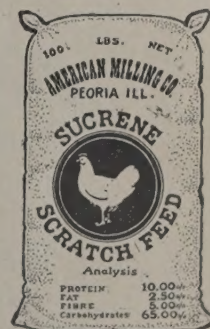
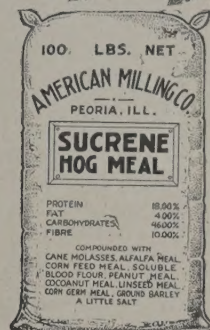
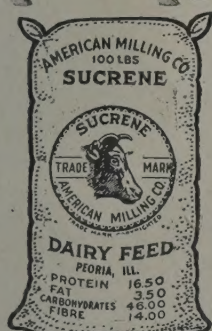
You have Sucrene reputation pulling for you all the time—the reputation that's based on 19 years of recognized leadership—more firmly established in the good will of the stock feeding world today than ever before.

### THE TILL TELLS THE TALE

Keep your mind's eye on the Sucrene Line. In the near future our big new mill—larger, more modern than the one destroyed by fire recently—will turn out Sucrene Feeds of standard quality which will be offered to the trade at money-making prices. Due announcement will be made to the trade.

Send in your orders for Sucrene Poultry Scratch Feeds. We fill orders promptly on the full line. Address Main Office, Peoria, Ill.

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CINCINNATI is the ideal center for the hay trade. Railroad facilities could not be better. Trunk lines run from all the adjacent hay growing states to this city, thence lead to the consuming section of the South and East, assuring quick returns and conditions favorable to top prices at all times.

Under the "square deal" plugging system the grade of hay can be established to an absolute certainty. There is no chance of change in the price originally quoted and all dissatisfaction, complaints and subsequent inspections are eliminated. Shippers are protected and get what the hay is honestly worth and all that it is worth.

Look at the map and market your hay through any of the following responsible members of the

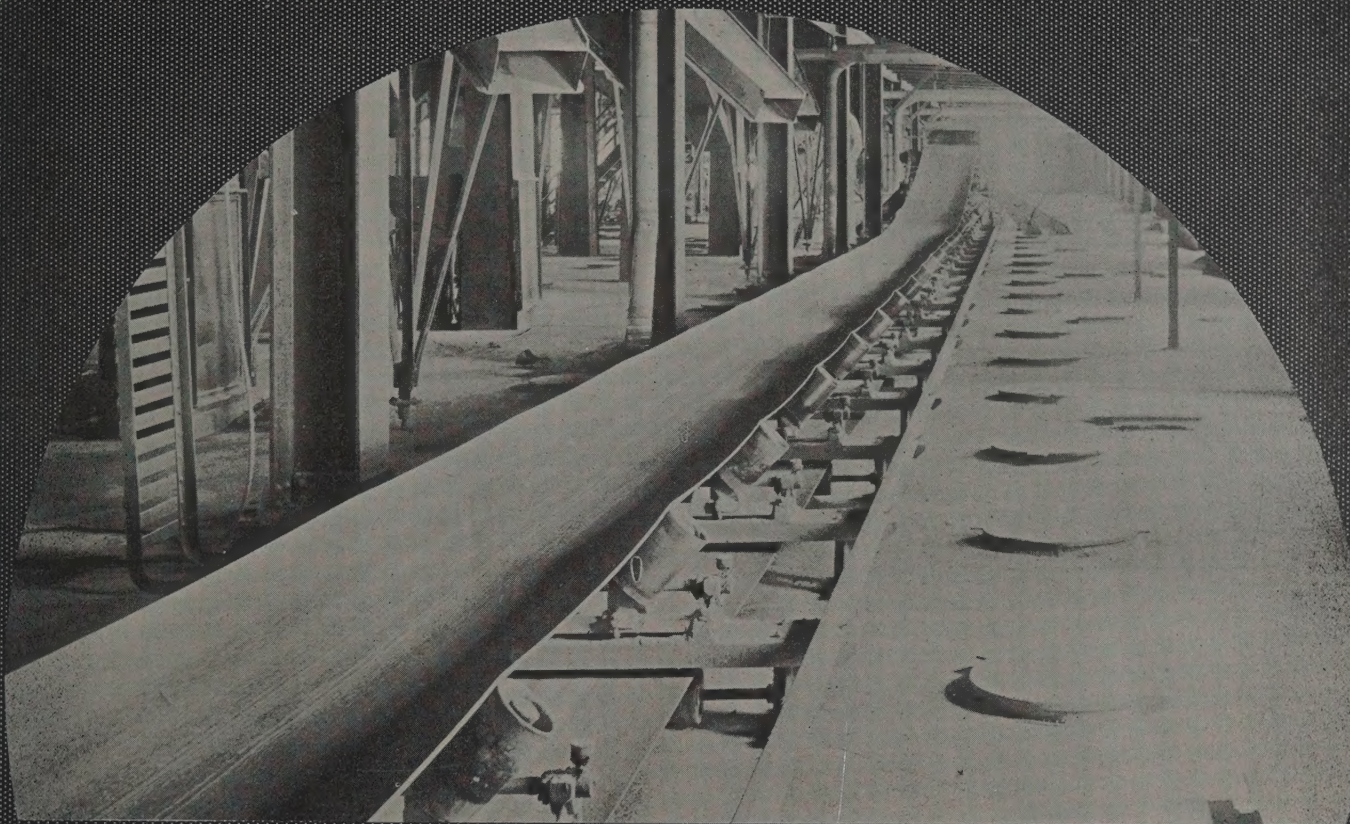
# Cincinnati Grain & Hay Exchange

Brouse-Skidmore Grain Co., The  
Early & Daniel Co., The  
Fitzgerald Bros. Co., The  
De Mollet Grain Co.  
Eikenberry-Fitzgerald Co., The

Blumenthal, Max  
Gowling, Alfred  
Costello Grain & Hay Co., The Joseph F.  
Gale-McMillen Hay Co.  
Dorsel Grain Co., The  
Cleveland Grain Co., The

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Bunting & Hill Co., The  
Cross Co., The D. O.  
Gray & Co., Ralph  
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## Conveyor Belts

**G**RAINSTER Conveyor Belts and GRAINSTER Elevator Belts are built especially for the conditions of the modern grain elevator.

GRAINSTER Belts combine the skill and experience of five leading rubber belt factories which have specialized on Elevator and Conveyor Belting for Grain Elevators for many years.

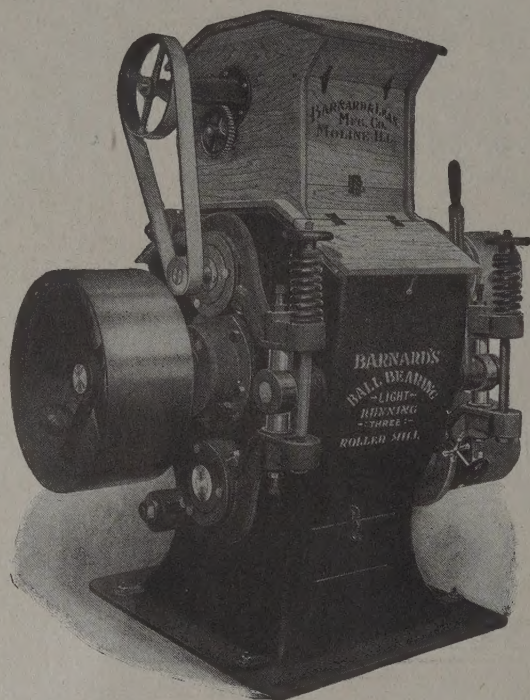
These factories produced the first belts ever used in handling grain, and they have ever since kept pace with the increasing demands of grain elevator service.

GRAINSTER Belts represent the latest advanced step in this five-factory development of belt service for grain handling.

## United States Rubber Company







The Best  
and Lightest  
Running  
Little Feed  
Mill Made

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Attrition Mills  
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Car Pullers  
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Fire Buckets  
Feed Screens  
Grain Dryers  
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Pulleys  
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Turn Heads, Etc.

fully prepared to meet the increasing demand for feed from this season's corn crop. You will agree with us that since the housewife is now permitted to use all-wheat flour, that less meal and more feed will be made.

Is the capacity of your feed mills sufficient to handle this feed trade? If not, you should install a Barnard-Moline Ball Bearing, Light-Running, Three Roller Feed Mill, and increase your profits. It is especially recommended for the coarser work of grinding coarse corn meal and chop feed.

It has very large capacity considering the length of rolls, and is without doubt the lightest running feed mill on the market, effecting a saving of fully 50% of the power required to operate as compared to the standard babbitted-bearing mill. The journals run positively cool at all times, with no indication of oil or grease about them.

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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

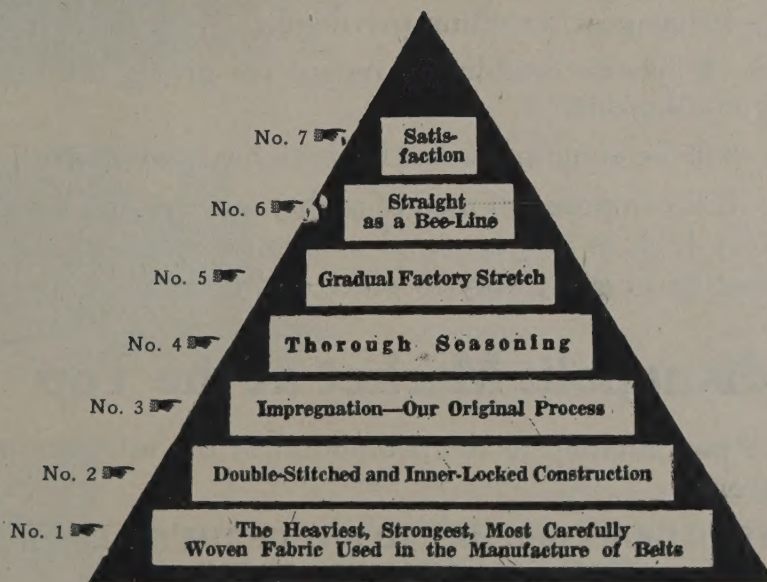




# REXALL

## DOUBLE - STITCHED

# BELTING



Your first demand in a belt is for **RELIABILITY** and reliability begins with strength.

**No. 1** Strength in an elevator or conveyor belt depends upon the fabric, and the better the fabric, the better the belt.

The strength of a better fabric than is used in any other type or make of conveyor belt that we know of is the **FOUNDATION** of REXALL RELIABILITY.

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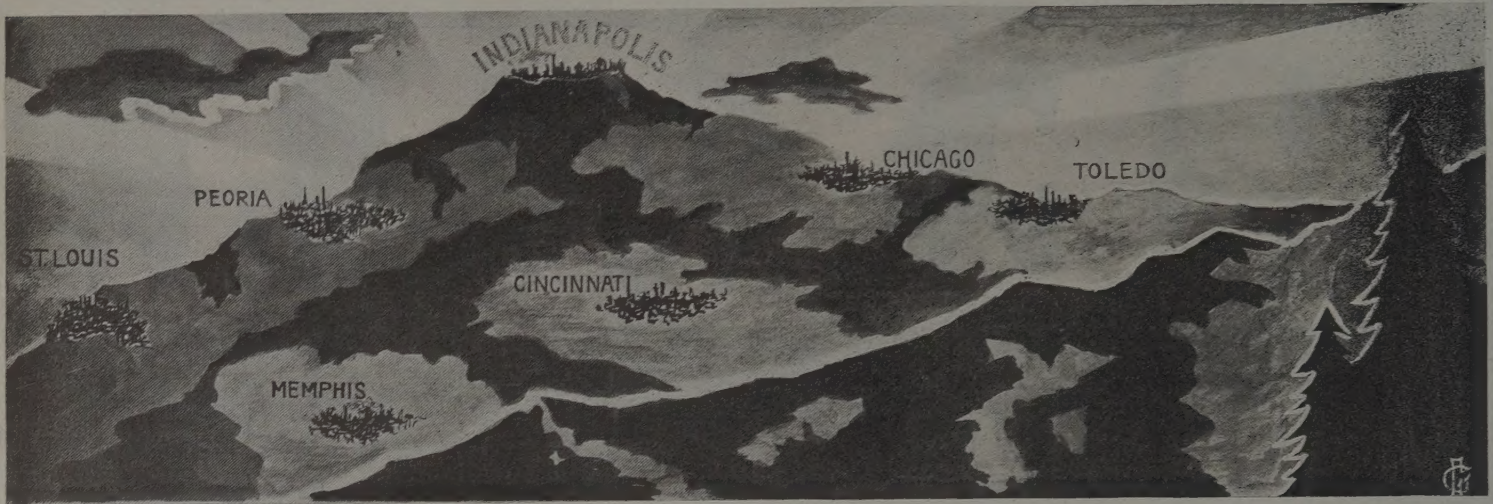
512 Hippodrome Bldg.  
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Consult with our engineering staff if you wish assistance in solving a difficult or unusual Conveying problem. This service is offered without obligating you in any way.





## Why Should the Country Dealer Ship His Grain to Indianapolis?

First—The market is centrally located.

Second—It has the necessary railroad facilities.

Third—It has good rebilling privileges.

Fourth—It has an established record for giving the best prices on all grains.

Fifth—It is the coming market for both hay and grain.

Sixth—It is composed of men of ability, energy and integrity, very high in its personnel of membership, who are co-operating in every way to place and keep

### Indianapolis Market at the Top

in all things looking to the promotion of the interests of its patrons.

SHIP YOUR GRAIN AND HAY TO ANY OF THE FOLLOWING  
FIRMS—ALL MEMBERS OF THE

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BIG FOUR ELEVATOR CO., Merchandisers of Grain  
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CLEVELAND GRAIN CO., Grain Commission  
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## For Grain Elevators

Accurate

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"THE STANDARD" Scales are guaranteed to be strictly high-grade throughout, both in materials and workmanship. The name "The Standard" is your guarantee of the very highest quality in scale construction.



EVERY type of scale used in Grain Elevators and Flour Mills is included in "The Standard" line—Portables, Hopper, Dormant, Wagon, Dump, Motor Truck and Railroad Track Scales.



SEND today for our latest Scale Catalogue No. 73. If you mention the type of scale in which you are interested, we shall be pleased to give you full information regarding prices, etc. Address our nearest branch office.

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NATIONAL CITY BANK, CHICAGO  
NATIONAL PRODUCE BANK, CHICAGO  
DUN'S & BRADSTREETS

August, 15, 1919.

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Dear Sir:

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These railroad facilities naturally offer hay buyers advantages in favorable rates or incoming hay with through rates to all southern and eastern points, making Chicago the logical hay market of the country.

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You buyers of hay can rest assured that your contracts will be filled according to specification at all times and protected in every way through dependable shipping connections in Chicago from whom offers may be regularly received and to whom you may look for advice on the probable trend of prices.

We are here for such service. Please command us.

Very truly yours,

ALBERT MILLER & CO.,  
John H. Devlin,  
Manager Hay Department.

THE GREAT HAY MARKET OF THE MIDDLE WEST



VAST INDUSTRIES



STOCK YARDS



BIG DAIRY TRADE



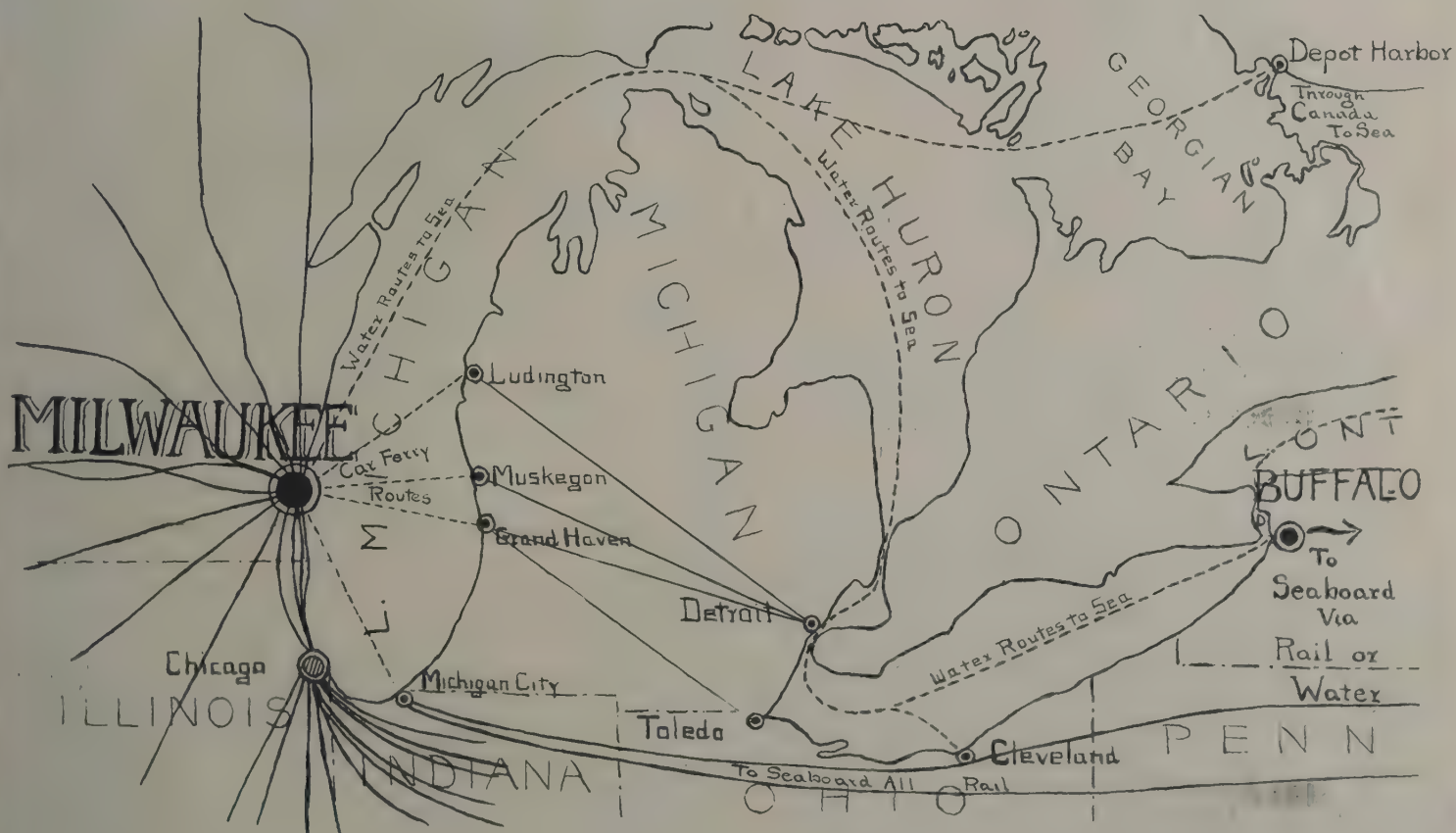
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Guarantees Safe Satisfactory Service





400,000 BUSHEL ELEVATOR

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**T**HAT'S the kind of remark you always hear made about Polk System grain tanks. Economical design, safety-plus reinforcement, perfect alignment, and a smooth, pleasing finish. They all go with the Polk System.

**B**UILDERS of better storage are now specifying that Polk System machines be used on the job. Many prominent millers and grain men now own Polk System machines and build their storage as their needs increase. We'll be glad to show you how it is being done.

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## FOLWELL-AHLSKOG CO.

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TWO MILLION BUSHEL CAPACITY

Cedar Rapids, Iowa Plant

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## LEONARD CONSTRUCTION COMPANY

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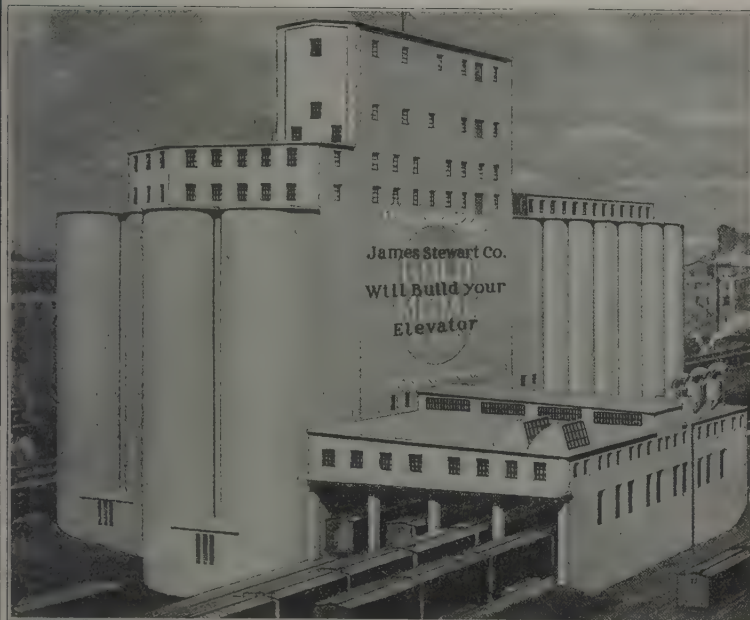
*We Invite Your Inquiries*



## TWO MILLION BUSHEL FIRE PROOF RECEIVING ELEVATOR

FOR

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Minneapolis, Minn.



*Write us for designs and estimates*

We Design and Build Elevators, any type of construction, in any part of the World.

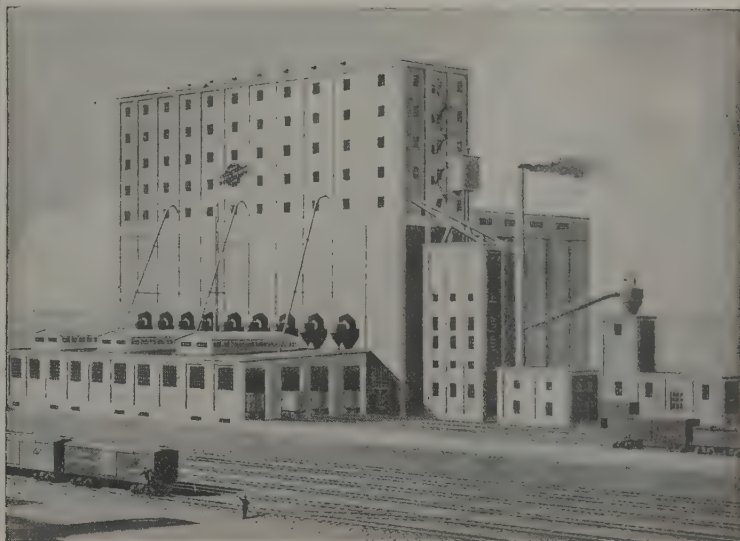
**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.

W. R. SINKS, Manager

Chicago & Northwestern Railway Company's New  
Reinforced Concrete Grain Elevator Being Built  
at Council Bluffs, Iowa, for the Updike  
Grain Company of Omaha, Neb.



Our experience covers every branch of grain elevator  
building work as well as any type or style of construc-  
tion to meet requirements in any locality.

*Designs and estimates promptly furnished.*

**Witherspoon-Englar Company**

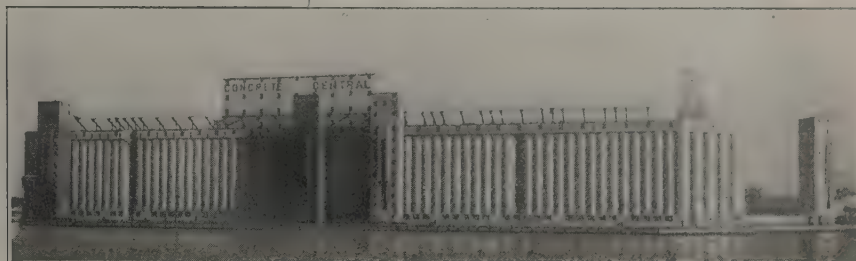
1244-1250 Monadnock Bldg.

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Assure You  
Economical Design  
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and  
Satisfaction  
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One of the Modern Houses Which Has Made a Record  
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**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.**



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*All classes of Steel and Iron Work designed, delivered  
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We furnished the steel and iron work for the following recently constructed grain elevators and mills: C. & N. W. Ry. Elevator, Council Bluffs; Kentucky Public Elevator, Louisville; American Milling Co., Peoria; Municipal Grain Elevator, Portland, Ore.; Rosenbaum Bros.' Feed Mills, Chicago, etc.

**WALLS, BINS and GRAIN ELEVATORS**

By MILO S. KETCHUM

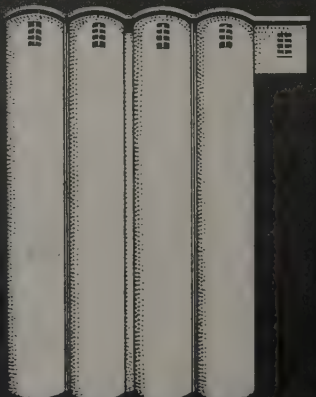
*Second Edition. 556 pp., \$4.00*

Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

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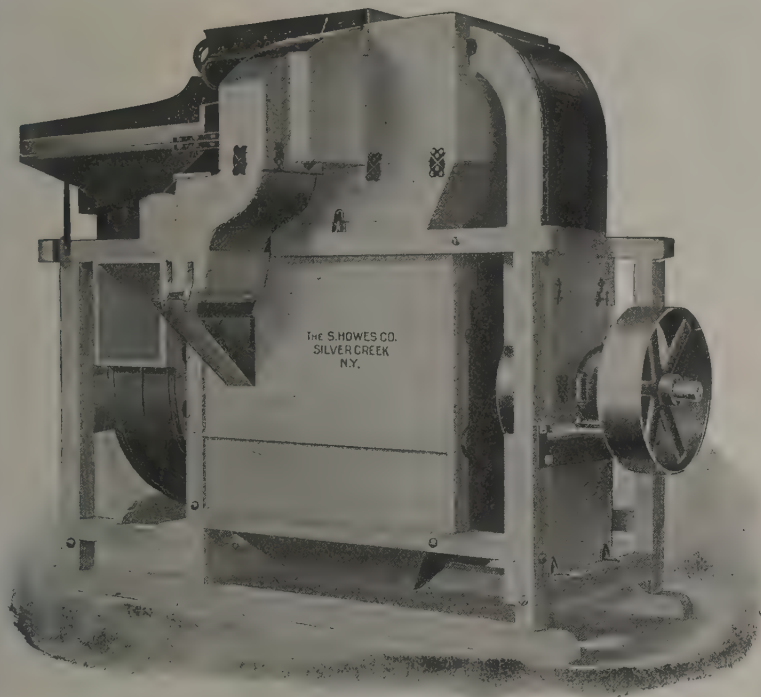
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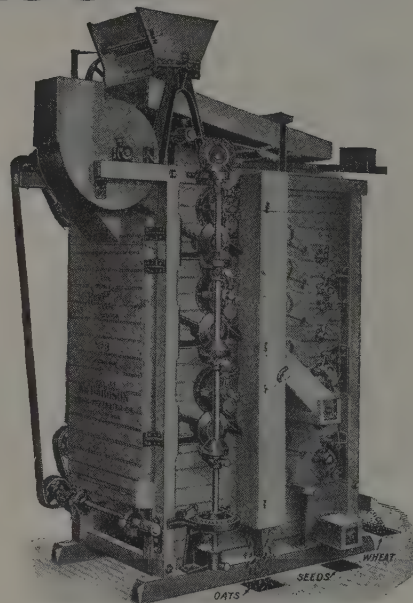
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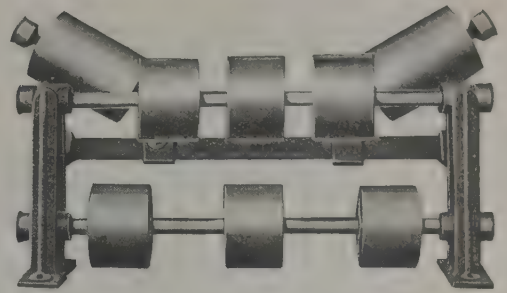
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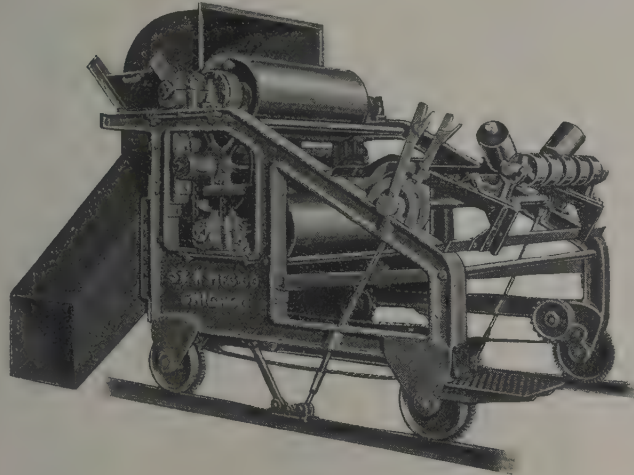


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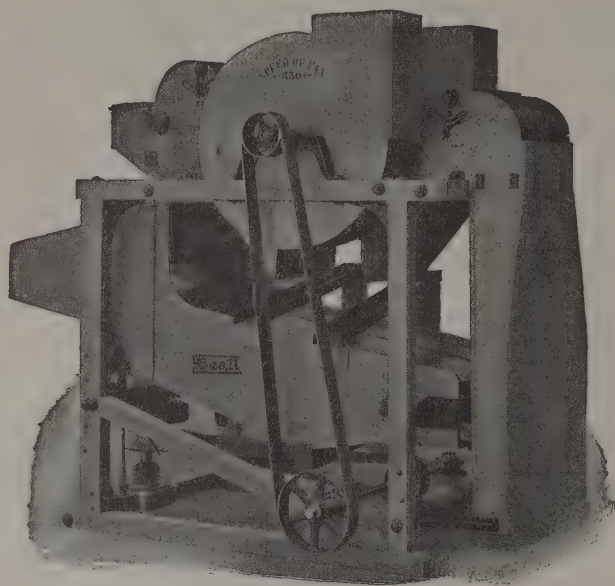
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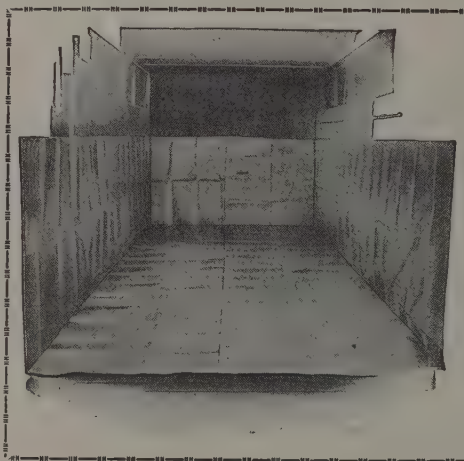
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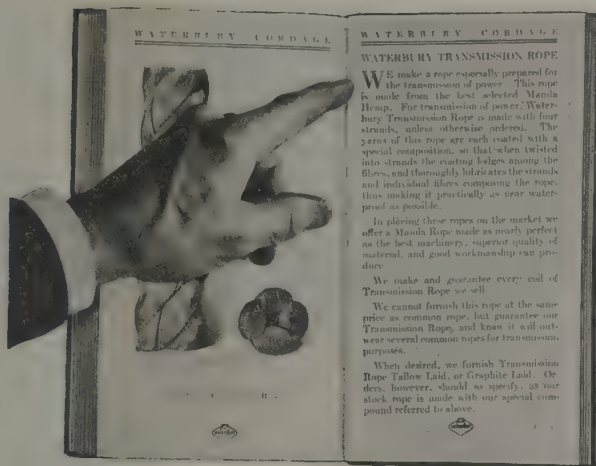
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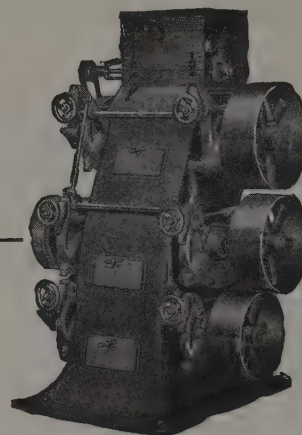
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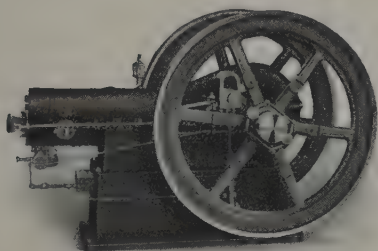
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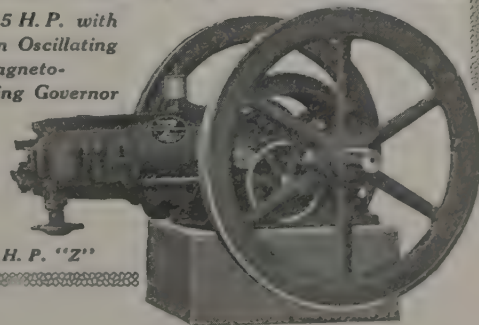
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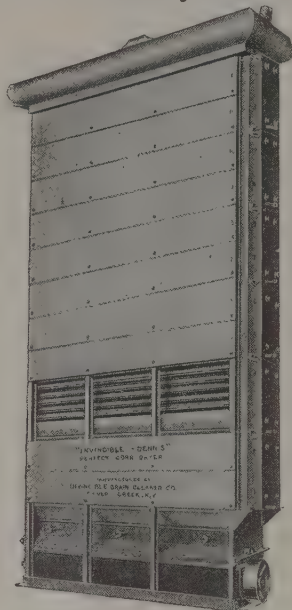
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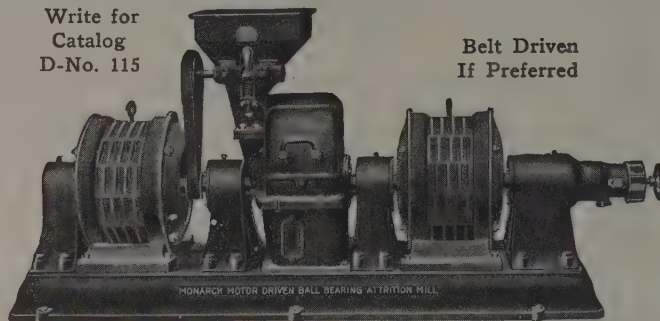
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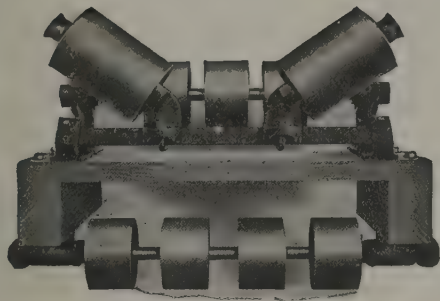
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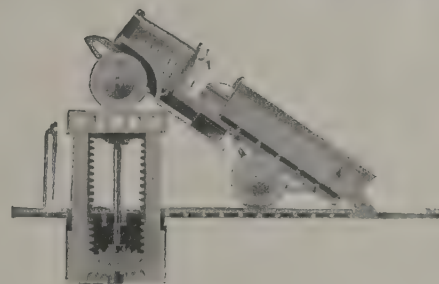
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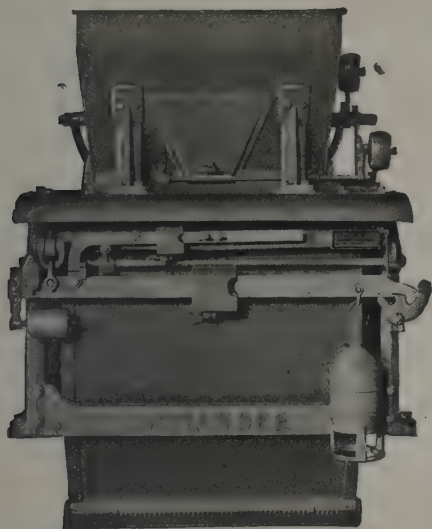
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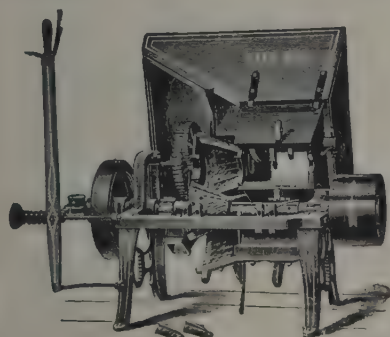
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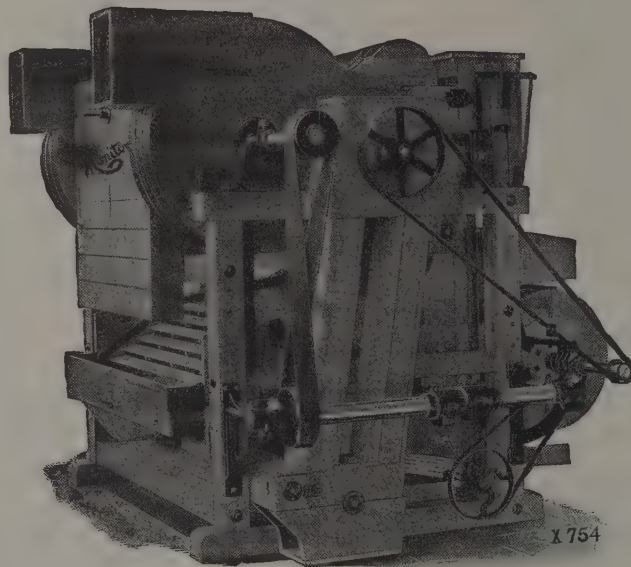
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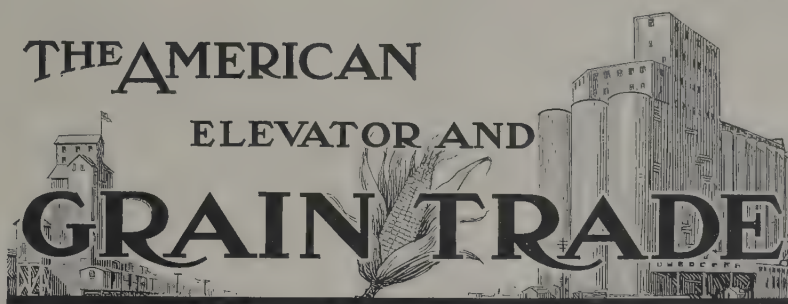
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A monthly journal  
devoted to the elevator  
and grain interests.

Official paper of the  
Grain Dealers' National  
Association and of the  
Illinois Grain Dealers'  
Association.

Established in 1882.



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Established in 1882.

VOL. XXXVIII

CHICAGO, ILLINOIS, AUGUST 15, 1919

NO. 2

## The Efficient Port Elevators at Manchester, England

Trade of All England Effected



MANCHESTER SHIP CANAL ELEVATOR NO. 2, MANCHESTER, ENGLAND

Upper Left: Loading Platforms for Cars and Trucks; Upper Right: Conveyor Floor; Lower Left: Conveyor Under Bins; Lower Right: Elevator Heads. Description on following page.



## Elevators on Manchester Ship Canal

### Ship Canal at Manchester Has Had Marked Effect on Grain Trade in England

By EARLE WILLIAM GAGE

OTHER things being equal, the more of a long freight-haul that is water-borne and the less rail or road-borne the better for all concerned. This is precisely the advantage of all-water carriage into the very heart of the industrial England of the North and Midlands that Manchester, alone of British ports, is able to offer American grain exporters. The same ship that leaves the American port enters the Port of Manchester.

The Manchester Ship Canal, one of the greatest artificial waterways of the world, connects Manchester directly with the sea and to-day, the world's great ships discharge their cargoes in the very center of Manchester, England's second greatest city, instead of, as previously, being obliged to discharge on the fringe of the industrial area.

Nothing but wide appreciation and consequent utilization of this business advantage could have given Manchester her present position. For 30 years ago Manchester was but an industrial inland city, located 35 miles from and without outlet to the sea. To-day she is not only England's second greatest city but the third greatest port, in value of sea-borne imports and exports, of the United Kingdom.

In England as in America freight rates have often been the result of the struggle between water and land transportation charges. Where Liverpool ends the Port of Manchester begins. The docks of the Manchester Ship Canal are situated in the very core of the most densely populated district of England. Manchester is essentially the center of the inland water-way system of the North and Midlands, which is but another way of saying that it is the heart of industrial England. And population is found where industry thrives most.

The Port of Manchester is the natural source of supply for at least 177 cities and towns. The district which includes these inland points is nearer to Manchester than any other open steamship port, and comprises an area of 10,000 square miles. Within 50 miles of Manchester lives an industrial population of 9,000,000 souls—a population roughly equal to that of Greater New York and Chicago combined.

Of this population nearly a quarter can be reached from the Port of Manchester entirely by the network of canals operated in connection with the Manchester Ship Canal—that is to say, from the American port to the elevators, factories, warehouses employing the labor this great population represents, without recourse to rail or road—water-borne, to the very grain elevator.

The canal, with its through water carriage, has in the past benefited and is benefiting to-day even American shippers who have never used the port. The opening of the Port of Manchester heralded a general emancipation from oppressive freight charges which threatened to crush not Lancashire's industries alone. The case of cotton, Lancashire's staple industry, may be quoted as an illustration. The business men of the North declare that the saving to the cotton trade in removing raw cotton from the ships and forwarding manufactured articles to the ships amounts to at least \$2,500,000 annually. When first Manchester Port could offer to ocean ships wharfrage adjoining the factory or warehouse, it became at once possible to eliminate one complete handling at Liverpool. Manchester could offer docking to ocean ships in the center of industrial England; its great neighboring port could only offer docks on the outskirts of that area—which entailed a complete additional handling, often warehousing, elevating up and down, and almost invariably a longer rail haul.

Liverpool rates, of necessity, were reduced to meet Manchester competition. So early in the game as during the first attempt to obtain Parliamentary sanction for construction of the canal, the Mersey Docks and Harbour Board, till then deaf to

all requests for a reduction in the cost of getting cotton to the mill and the manufactured article to the port; to get grain from the port elevator to the inland point; to deliver flour from port to consuming center, suddenly reduced the Liverpool dock and town dues from 84 to 72 cents per ton on imported raw goods. But this was again reduced to 48 cents per ton to meet Manchester Canal competition. In grain, Manchester has given Liverpool the run. The dock dues on wheat and corn were at once reduced from 32 to 24 cents per ton at Liverpool, and by 12 cents per ton at Birkenhead.

The American grain and cotton shipper gained, by such concessions enforced by Manchester; the entire trade gained; the consumer gained; but that Manchester did not lose the whole subsequent history of the canal bears out.

The handling of grain and cotton directly from the sea-ships is to-day a steadily increasing part of the vast trade of Manchester with the outside world—yet another aspect of the close link between the interests of the American shipper with those of the Manchester Ship Canal. Of course, during the war period the rates and charges at all British ports were necessarily increased; but as much as ever the water in the ship canal still enables Manchester to keep her advantage over other ports. Official figures of the Board of Trade prove that Manchester is to-day the third greatest port in the Kingdom in value of imports and exports handled.

As the heart drives the fresh and invigorating blood into the arteries, so the Manchester Ship Canal passes its precious cargoes direct into the network of waterways that nourish the industrial life of England.

The Bridgewater department of the Ship Canal Company, the Rochdale Canal Company, the Leeds & Liverpool Canal Company, and numerous by-carriers convey traffic direct to and from the docks with which they connect and distribute to the principal Lancashire and Yorkshire consumers. Miscellaneous cargo can travel by inland canals right into the towns of the potteries, the Birmingham district, and as far south as South Staffordshire and East Worcestershire.

But whatever the advantage of water over rail, a rail haul is often essential; consequently the Manchester Ship Canal Company must be, and is, also a railroad company. In addition to the network of railroads linking up all parts of the docks, warehouses, elevators, etc., and making them into one sensitive whole, the Manchester Ship Canal, by powers conferred by Parliament, handles the railroad traffic entering the port. In this manner the Manchester Ship Canal connects directly with all the trunk railroads of the country.

"How did this stupendous undertaking ever come into existence?" the canal traveler will say to himself. "The reasons for cutting the Suez or the Panama Canal are more or less obvious; but who had the idea, who provided the capital, the driving power, that made possible such an undertaking as this? Most of all, who had sufficient faith in 'water' to put this over?"

In the answer lies one of those great romances of commerce beloved of Americans. In the affairs of men and cities great qualities will often compel a tide taken at the ebb suddenly to turn and lead to fortune. So it was with Manchester. The tide of her commerce was ebbing rapidly when the building of the Manchester Ship Canal forced the flood that has since led her to a fortune beyond even her optimists dared expect. No community can show qualities surpassing the courage, almost the audacity, with which Manchester shook from herself fetters which at one time threatened to strangle her; the tangible fruit of which heroism is the Manchester Ship Canal, the source of her

prosperity and success as a great modern seaport.

It is the little foxes that steal the grapes—the liftings here and the carriage there that eat into money. Since its inception the directors of the Manchester Ship Canal have maintained so strenuous a policy of providing the hundred and one mechanical contrivances that make for handling economy, the latest and most ample facilities of warehousing, docking, railway construction, that today no other British port can save the shipper so many of the small charges that, added together, amount to so unpleasant a figure.

But no mere catalogue, including a list of the thousands of points of superiority, would suffice to answer the reader's desire for a definite and intelligent description of the entire affair. This magazine is far too small, were it all devoted to this one subject, to cover the subject. The new grain elevator, by itself is a most absorbing topic. The facilities here found are characteristic of the 20th Century reception Manchester is giving to all articles that are entrusted her. No other port has such ample means as Manchester for receiving grain from the vessels, storing it, and, when required by the millers, forwarding it to the numerous mills situated close to the docks and the surrounding milling centers. Over 500,000 tons of grain are received at the docks annually, the direct result of the prompt and economical handling for which Manchester is noted in the grain world.

From 48 cents to \$1.20 per ton is saved, as compared with Liverpool, by importing grain direct to Manchester for local use and for the principal towns in the neighborhood. Naturally the trade in grain is making steady headway. Full cargoes arrive continuously from all parts of the world, and small parcels are quickly disposed of. The recent completion, during the war period, of the second grain elevator gives Manchester a total grain storage capacity of 3,000,000 bushels (80,000 tons), shared equally by the two elevators.

The first of these houses was built in 1898 by John S. Metcalf Company, Ltd., and was known as the Manchester Ship Canal Elevator No. 1. The machinery is on such a scale that the following operations can be simultaneously carried out:

Elevator No. 1, Trafford Wharf (268 separate bins).

(a) Discharging from vessels at the rate of 350 tons per hour.

(b) Weighing in the tower at the water's edge.

(c) Conveying to the house and distributing into any one of the 268 bins.

(d) Moving grain about within the house (for changing bins or for delivery) and weighing in bulk at the rate of 500 tons per hour.

(e) Sacking grain, weighing and loading sacks into 40 freight cars and 10 carts simultaneously.

(f) Conveying from the elevator into barges or coasters 450 tons of grain per hour if in bulk, or 100 tons (900 sacks) per hour if bagged.

There is also a powerful pneumatic apparatus capable of discharging 120 tons per hour from ships into the elevator. A Metcalf's Patent Dryer, to or from which grain can be moved to or from any bin in the house, can dry 59 tons of grain per operation.

Grain Elevator No. 2, shown with interior views on the preceding page, was also designed by the John S. Metcalf Company, Ltd., some years before the war, but the structure was not completed until some time after the great conflict started.

As the illustration shows, the work is practically all of reinforced concrete construction. The elevator is located at the end of Dock No. 9 and received grain from vessels along the dock. The grain is taken from the boats by traveling cranes with marine legs that can be swung out and lowered into the hold. The grain is discharged into a subway under the tracks and carried by belt conveyors to the elevator. The boats thus can unload and load their general freight to and from the warehouse along the dock and at the same time the unloading of their grain cargo is proceeding. Seven berths each 450 feet long are provided, with subways and conveyors, six of which may be in use at the same time.



The elevator is provided with six receiving legs and six shipping legs having 84-foot heads and 18x 7x7-inch buckets. Besides the six belt conveyors from the subways there are 20 other belt conveyors to distribute grain throughout the house.

The outside bins around the entire house are arranged as shipping bins discharging to automatic sacking scales on the second floor of the track sheds which are built around the entire house. There are facilities for loading grain in bulk to cars, though a large part is sacked and shipped to the mills. On the wharf side, there are eight spouts for loading in bulk to barges, canal boats and chutes for sacks.

The general dimensions of the elevator, not including the track sheds, are 625 feet long by 112 feet wide and 159 feet high. The total number of bins is 260; total number of sacking bins, 81. The house equipment includes two No. 11 Monitor Separators, electric-driven machinery throughout, passenger elevator and complete dust collecting system.

The following operations can be performed simultaneously with this outfit:

- (a) Receiving grain from six vessels at the rate of 900 tons per hour.
- (b) Weighing the grain in the elevator and distributing into any one of the 260 bins.
- (c) Moving grain in bulk at the rate of 900 tons per hour.
- (d) Moving grain about within the house for changing bins or for delivery.
- (e) Sacking grain, weighing, and loading sacks into 30 railway cars and 20 wagons simultaneously.
- (f) Delivering grain from the elevator into barges or coasters at the rate of 300 tons per hour if in bulk, or 50 tons (450 sacks) per hour if bagged.

There are cooling bins capable of cooling 700 tons of grain at one operation. To these coolers the grain can be moved from any of the bins in the house.

One of the largest flour mills in the district is situated at the Manchester docks, possessing its own elevator, thus enabling steamers to be berthed alongside and deliver the grain into their silos.

## FIRE PREVENTION WORK TO CONTINUE

Plans of organization for the grain dust explosion and fire prevention work of the United States Grain Corporation, for which an appropriation of \$50,000 was made recently at the suggestion of Julius H. Barnes, United States Wheat Director, were announced on July 29, at the Corporation offices, 42 Broadway.

This campaign is being carried on in co-operation with the Department of Agriculture in Washington, with David J. Price, of the Bureau of Chemistry, in charge. Dr. Price is the engineer in charge of the grain dust explosion investigations carried on by the Agricultural Department. He will have the assistance of Dr. H. H. Brown, organic and physical chemist, also of the Bureau of Chemistry.

In order to carry on the Safety First program for the grain trade the entire country has been divided into four districts. These will be the Eastern, Central, Northwestern and Pacific.

Headquarters for the Eastern Division will be at Washington, D. C., with Hylton R. Brown in charge of the district, assisted by George D. Witmer and J. O. Reed. The district will include Grain Corporation Zones 1, 3, 6, 7, 13 and 9, exclusive of Indiana and Michigan, and the Coast and Gulf States of Zone 2.

In the Central Division will be Grain Corporation Zones 2 and 5, except Utah and the Sections of 9 and 11 not included in the Eastern district. Headquarters will be at Chicago in charge of B. W. Dedrick, with George A. Hibbard and H. J. Helmkamp as assistants.

Vernon Fitzsimmons will direct the work of the Northwestern section from Minneapolis, Minn. With him will be associated Paul E. Brady. Under

Mr. Fitzsimmons will be carried on the grain dust explosion prevention work in Zones 4, 8 and 14 of the Grain Corporation.

Grain Corporation Zones 10 and 12 and the State of Utah will constitute the Pacific section. Headquarters will be at San Francisco and Portland. M. E. McCollam, assisted by George P. Bodnar will be in charge.

## AN EXTRAORDINARY BELT SHIPMENT

A single order of belting containing 44,254 feet—approximately eight and a half miles—was shipped recently by the B. F. Goodrich Rubber Company, Akron, Ohio, for the Pennsylvania Railroad Company's new grain elevator at Canton, near Baltimore, Md. The shipment, valued at more than \$125,000, is probably the largest single order of rubber belting ever shipped in the world. Seven box cars were required to transport the 131 tons of conveyor and elevator belt which comprises complete grain handling equipment of this mammoth terminal grain elevator.

This belting will handle, store and transship Western grain reaching the Coast over the Pennsylvania Lines—the elevator being especially designed for loading vessels for export and coastwise trade. It is interesting to note that this belting equipment will make possible the handling of approximately 2,000,000 bushels of grain each day.



EIGHT AND A HALF MILES OF GOODRICH BELTING READY FOR SHIPMENT

The announcement of the completion of this monster grain elevator brings sharp realization of America's dominant position in world grain production and shipping. The elevator was designed and constructed by the James Stewart Company, Chicago, who are among the world's foremost grain elevator engineers, and the structure represents the last word in this type of engineering.

The rubber belting as packed for shipment shown in the above illustration are of two types—elevator and conveyor. The elevator belts are 32 and 38 inches in width, while the conveyor are 36, 42 and 48 inches wide. The capacity of one of the 48-inch horizontal carrier belts is 350,000 bushels in a 10-hour day.

## TWO YEARS FOR DAMAGE CLAIMS

The National Industrial Traffic League has sent out the following notice relative to loss and damage claims. There has been much complaint that the railroads were deliberately putting off payment until claims were outlawed:

"As a matter of general information to members of the League, there is reproduced below, correspondence which has passed between Assistant Secretary Lacey and E. J. Pearson, Federal manager of the New York, New Haven and Hartford Railroad, with respect to the payment of legitimate loss and damage claims where the statutory period

of two years and one day, provided in the bill of lading, has expired."

Federal Manager, New York, New Haven & Hartford Railroad Company, New Haven, Conn.

Dear Sir:—I have just been informed that instructions have been issued by the Federal Managers of the Eastern railroads instructing claim agents to pay legitimate loss and damage claims where the statutory period of two years and one day provided in the bill of lading has expired.

If so, I should be very glad to receive a copy of the circular in question.

Yours truly, E. F. LACEY,  
Assistant Secretary.

E. F. Lacey, Assistant Secretary,  
The National Industrial Traffic League,  
Chicago, Ill.

Dear Sir:—Replying to yours of June 16, with reference to payment of legitimate loss and damage claims where the period of two years and one day provided in the bill of lading has expired:

So far as I know no circular in this connection has been issued to the Eastern railroads. The matter, however, was discussed at a meeting of the Federal and General Managers of roads in New England in May, called by the District Director, at which the conclusion was reached that loss and damage claims of merit would be paid regardless of this clause in the bill of lading. Yours truly, E. J. PEARSON.

## BROOM CORN

The production of broom corn remains practically stationary. The forecast for the five principal states was 56,500 tons, or a few hundred less than

in 1918 and 1917. Oklahoma leads with 137,000 acres and a production of 24,700 tons. Texas comes next with 58,000 acres and 15,000 tons and Illinois third with 27,000 acres and 7,800 tons. The yield in Kansas is given at 5,600 tons and in Colorado at 3,400 tons. The acreage planted this year was only 80 per cent of last year's.

## NO STORAGE PREMIUMS AT PRESENT

The United States Grain Corporation announces that there will be no storage premiums added to the basic prices in its buying scale, for the present, nor until there accumulates in the Grain Corporation's hands a sufficient reserve of wheat to secure a measure of protection for future home requirements.

In accordance with this policy the Wheat Director is refusing proffered contracts which foreign buyers are desirous of making at the Grain Corporation price level, these buyers being apparently anxious to cover their requirements for some months in advance. Apparently, their inability to secure supplies in other sources of wheat makes them especially urgent in proposing contracts with the United States, but these contracts cannot be entered into until a sufficient accumulation of wheat in the hands of the Grain Corporation furnishes assurance of reasonable prices to our own people.



## Terminal Service

Systematized Handling of Grain Transactions at a Terminal Market  
Which Means Much for Shippers

**M**ANY shippers complain from time to time of the service which they receive from their terminal receivers. These complaints take various forms; sometimes it is delay in receiving returns on shipments, many times it is grade, for which the terminal operator is not responsible although he is always blamed; and again it is lack of care of grain upon arrival.

But whatever the complaint, there is little excuse

When the manifest is received, it is immediately checked against the card and plainly marked with any instructions as to the buying-in of hedges, calling of reinspection and appeal, "applying on sale," etc.

Thus far the routine is like that of hundreds of firms who have systematized their work in their own interest and in that of their customers. The private sampling department is another matter.



A SAMPLE ROOM WHICH ADMITS OF NO ERRORS

for the complaining shipper, for there are operators in every market toward whom none of these complaints can be directed. In fact it is a matter of pride with a great many firms that they have carried the same shippers on their books for a great number of years, always with the most cordial relations. This would not be possible unless good service were always at the command of the shipper.

Terminal market service, however, has many degrees of excellence above the poor or mediocre attention which gives rise to the dissatisfaction of the country shippers. There is the careful routine with attention to detail which most of the terminal firms offer. This service includes a careful regard for the interest of the shipper, such as prompt returns, highest prices possible, and attention to car and inspection service.

Beyond this, however, is a class of service which a few firms have instituted, which entails an outlay of expense and a force of employees that is only warranted by a large volume of business, but which has been found to pay well in the satisfaction it brings to shippers and the superior merchandising facilities it promotes. This super-service is exemplified by the Van Dusen-Harrington Company of Minneapolis.

To follow the course a transaction takes in this company's office, we will begin with the "notice of shipment" received in the morning mail. This notice is removed from the other mail, stamped plainly with the exact time of arrival, and marked with any special instructions that may have been sent in accompanying or separate letters.

The notice is then sent to the advice clerk, who makes a book record and an advice ticket, containing information as to date, car number, contents, etc. This card is then shown to the proper salesman, who makes any necessary notations for his own reference, and the card is then filed under a special numbered index system, where it remains until the car is manifested.

When the sample of grain is received from the car it is rushed to the sample room where it is checked against the manifest, and a pan ticket is marked with all instructions shown by the salesman's information. Wheat, flax and rye samples are tested and these tests constitute a thorough

the marketing. The grain is sold and any hedging instructions are given to the pit trader for execution. After the transaction is completed, the sales ticket, with full details of the trade, goes back to the office for checking against the grade cards, to be sure that the salesmen have the correct grades and proper notations.

After disposition orders are filed with the railroad company ordering car to buyer's destination, the original advice card is taken out of the file, attached to the sales ticket and turned over to a clerk whose regular work is to make out confirmation blanks, one for the shipper and one for the buyer. These are checked against the original advice book record and are sent at once to the mail. These confirmations show the price at which the grain is sold, and are made in one operation with the first portion of the "account sale," which must wait the unloading of the car before completion.

When the car is unloaded and the actual weights have been received from the state weighmaster, these weights are entered on the form; "money" and "bushels" are extended, and the sheet representing the invoice is torn out and sent to the buyer, from whom the money is collected.

Meanwhile the railroad company has received weights at about the same time, and they are making expense bills on the firm while the firm is making the invoice to the buyer. When this expense bill is received, the weights are checked against the record, also freight rates and all charges, such as weighing, switching and commission. These items are now entered on the account sale, which is once more completely checked by machine, and proved. The completed form is now taken to the cashier's department, where checks are promptly written for the proceeds on each car and immediately taken to the mailing room to be forwarded to the shipper.

At every stage of the journey, all possible precaution has been taken to avoid any chance of error or delay. Other firms have somewhat different systems which accomplish much the same purpose, but the sample room and testing laboratory are special features.

The sample room has recently been entirely rebuilt and greatly enlarged. Complete new installation of all modern steel filing cases, bins and shelving has been made. When a car of grain is sold for a shipper, sample of it is placed in the file with the original pan ticket. This sample remains



GRAIN TESTING LABORATORY, VAN DUSEN-HARRINGTON COMPANY

check against those made by the State Department, and often form the basis for successful claims for higher classification.

After testing, the samples are rechecked and carried at once to the trading floor, where the salesmen, according to their specialties, take charge of

in the filing compartment until after the car is unloaded. Should there be any dispute regarding the grade of the car after it has arrived at the mill or elevator to which it is sold, the sample is there for reference—another safeguard for the shipper.

In this room are also kept average type samples



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of different grades of grain. At the beginning of each season, these samples are sent to customers, giving them the various grades. As the crops are entirely different each year, it is necessary for the commission house to keep customers informed, particularly on the subject of grading.

The grain testing department is a branch of the business which should be of great interest to every grain shipper. There is not a more complete testing department in any similar office in the country. Every modern appliance is used; grain mixers, testing devices of all kinds, "kickers," separators, sifting screens of all types and sizes, the newest improved construction in moisture-testing apparatus, etc. An especially constructed electric lighting system is used when testing barley and wheat on dark, cloudy days.

All of these devices are operated by men experienced in this branch of work, and every car shipped to the firm has the individual attention of one of these men.

A sample of each car is received as it arrives in Minneapolis, and it is then given all the necessary tests for weight, dockage, moisture and grade; a complete record being kept of all results.

When the grade and dockage are placed on each car by the Minnesota State Weighing and Inspection Bureau, their figures are at once checked with records of the private tests. If these tests do not tally, reinspection is then called and, in many instances, fresh samples are sent for an additional test, thus eliminating any possible chance of error and throwing every safeguard around the property handled for customers. It goes without saying that this service has meant much to shippers.

## REPEALING RECIPROCITY

Several bills have been introduced into Congress either repealing or modifying the Act of July 26, 1911, by which reciprocity with Canada, in many articles, was voted subject to approval of the Dominion. As a matter of fact Canada declined to assent to the Act, but it has remained in force so far as the United States is concerned; and lately Canada has availed herself of the provisions of the Underwood Act so far as wheat and mill products are concerned. Representative Young of North Dakota has introduced a bill repealing the Act of Reciprocity and also sections of the Underwood Act admitting wheat, wheat products and potatoes free of duty from countries imposing no duties on the same articles from the United States. Whether Representative Young's bill passes, some legislation looking to duties on wheat, corn and other agricultural products may be looked for from the present Congress.

## FOR A DUTY ON CORN

Since 1913 there has been no duty imposed on corn and cornmeal. It is pointed out that in 1912, when corn was dutiable at 15 cents per bushel, only 23,909 bushels were imported into the United States from Argentina, while in 1914 the importations rose to 12,290,000 bushels. In the following year the importations were nearly 10,000,000 bushels. But they decreased in the three following years and in 1918 were only 3,197,607 bushels. Quite a little Argentine corn has been shipped to the United States thus far in the current year; and in case of high prices or shortage, no doubt the importations from Argentina may grow to considerable proportions. Most of the corn brought in the past five or six years has gone to two or three large consumers.

Representative Dickinson of Iowa has introduced a bill to remove corn and cornmeal from the free list and impose a duty of 15 cents per bushel of 56 pounds on corn and 40 cents on each 100 pounds of cornmeal. This is the old duty prior to the Underwood Act. Argentine corn, it may be added, is not likely to prove popular in this country, except in case of a short crop and high prices. It is flinty and often infested with weevil.

## Buffalo and the Welland Canal

### The Effect Upon the Lake Erie Grain Terminal of Completion of Canal

By ELMER M. HILL

GRAIN and elevating interests at the port of Buffalo are wondering if they have reached the climax of their career and are soon to be put out of business by the enlargement of the Welland Canal between Lakes Erie and Ontario and the improvement of Canadian waterways along the St. Lawrence River.

Some Buffalo grain merchants believe that the city's reputation of being the largest grain receiving center in the world will be shattered by the completion of the Canadian Government's project of dredging and otherwise improving the present ship channels from the lakes to the Atlantic.

Ship owners who have no interest in the elevator and grain trade at Buffalo are inclined to ex-

ments would have to be made by the Dominion Government in the St. Lawrence River channel but these would be of minor character.

From the St. Lawrence the ship would pass out into the Atlantic and on to any port in the world which would make lake cities as accessible as Atlantic Coast ports. The stream, ship owners predict, will carry as much tonnage annually between Lakes Erie and Ontario as the great locks at Sault Ste. Marie.

After the completion of the Welland Ship Canal, grain elevators along the Buffalo waterfront will be used only for handling domestic grain, but when it is considered that the bulk of the grain that is handled in Buffalo is destined to foreign ports, the

amount of domestic grain handled in Buffalo elevators seems very small.

Opinions of Buffalo grain men and elevator officials differ over the effects of the improved canal on the receipt of grain at Buffalo lake-front elevators. Dudley M. Irwin, president of the Buffalo Corn Exchange, believes that Buffalo will be material-



press the same opinion, contending that the improvement of the Welland Canal and the deepening and otherwise enlarging of channels along the St. Lawrence will allow grain carriers to load at Duluth, Superior, Chicago, Milwaukee and other up-lake ports and carry their cargoes direct to Liverpool and European ports.

More than \$50,000,000

is being spent by the Canadian Government for the improvement of the Welland Canal. The stream connects Lake Erie at Port Colborne with Lake Ontario at Port Dalhousie. It is only 25 miles long but this stretch of 25 miles will, in all probability, seal the doom of Buffalo as the world's greatest grain receiving port and give the honor to Liverpool, England.

The enlarged canal will be opened to navigation within the next four years. The canal at the bottom will have a width of 200 feet with a width of 310 feet at the waterline. There will be a mean depth of 25 feet. Seven big locks will take the place of 16 locks in the present stream. The locks are 800 feet long with a usable width of 80 feet.

These figures give a brief idea of the great size of the canal and go to show that it will be sufficiently large to accommodate the big lake freighters used for the transportation of grain down the lakes to Buffalo. Ship builders say that all of the lake freight carriers are of sufficient strength to withstand an ocean voyage and this is confirmed by the large number of lake ships which were used in the trans-Atlantic trade during the war.

An 800-foot ship with a 70 or 75-foot beam drawing 18 or 20 feet of water could travel through the enlarged Welland Canal with absolutely no difficulty. After passing through the canal, the boat would have easy going the length of Lake Ontario down to the St. Lawrence River. Some improve-



GRAIN BOATS PASSING THE LOCK NEAR WELLAND

ly affected by the establishment of a through water route from the lakes to foreign ports, especially Liverpool. S. M. Ratcliffe, another of the city's prominent grain merchants, concurs in the same belief as Mr. Irwin. The views of George H. Pierce, another grain broker, expresses skepticism concerning the successful future of the direct commerce between Great Lakes ports and Europe with regard to the transportation of bulk grain.

There is no doubt, however, that some of the city's big elevator men who have viewed the development of the new route feel alarmed concerning the possible loss of grain through the ignoring of Buffalo as a granary outlet to the sea. However, Mr. Irwin says that the situation might be much worse.

Mr. Pierce is not pessimistic for Buffalo because he does not believe in the future of bulk grain traffic from the upper lakes to Europe via the Welland Ship Canal. His opinion is that it will not be profitable on account of the necessity of using 800 foot vessels in the Welland Canal.

It was in 1812 that a project for a great waterway to connect Lakes Erie and Ontario was first conceived in Canada by William Hamilton Merritt. It grew to be the ambition of his life with the result that the first channel was dredged. The present improvement will mark the fourth attempt of the Canadian Government to enlarge the canal. The first stream was built from the mouth of



Twelve Mile Creek at Lake Ontario by a circuitous route, following the line of least resistance, to the Chippawa River at Port Robinson and for most of the way it was only seven feet deep.

From time to time improvements were made in

the channel until the old route was entirely abandoned. The present improvements will abandon sections of the stream now in use by the Government. But for the war the contemplated improvement would already have been completed.

## The World Wheat Situation

### Production, Consumption, Price, Freight and Other Considerations Affecting the World's Wheat Supply

INQUIRIES received by the Bureau of Markets manifest a widespread interest in the wheat situations of the world and the position of the American wheat industry in world trade. The Bureau's Division of Foreign Markets has endeavored to assemble from various official sources the most complete information possible relative to the supply, foreign trade, guaranteed prices, and freight rates to the principal markets.

During the war all the principal governments of the world took action to increase the production and to control the distribution of wheat and wheat products. Production was encouraged by the guarantee to the producer of a minimum price or by fixing a minimum selling price, while the distribution was made by governmental agencies working in co-operation with the Inter-Allied Food Commission.

Table 1.—Production and Foreign Trade of Wheat by Fiscal Years, giving the 3-Year Average, 1911-1913, and the Production for 1918.

	Average for Pre-War Period, 1911- 1913			
	Production (1,000 bushels)	Net exports (1,000 bushels)	Net imports (1,000 bushels)	1918 Production (1,000 bushels)
Algeria .....	33,198			49,199
Argentina .....	166,521	100,963		219,431
Australia .....	88,961	52,318		114,866
Austria-Hungary ..	247,141	1,034		199,220
Canada .....	228,933	110,903		189,301
Chile .....	21,409	1,933		28,292
Egypt .....	35,792			32,555
France .....	324,137		54,487	233,781
Germany .....	160,237		67,381	90,330
India .....	369,946	59,565		379,829
Italy .....	190,840		58,644	176,368
Japan .....	26,305		4,396	32,923
Roumania .....	88,418	53,223		78,658*
Russia in Europe				
and Asia .....	727,133	127,889		721,106**
Spain .....	123,560		4,295	135,709
United Kingdom...	61,297		221,352	93,099
United States.....	704,995	115,847		917,100
All others* .....	226,273	97,159		129,114
Total .....	3,825,096	645,790	706,126	3,788,926

\*Roumania, estimate same as 1917.

\*\*Russian estimate for 1918 same as 1917 estimate of Bureau of Crop Estimates.

†"All others" includes Brazil, Belgium, Bulgaria, Denmark, Greece, Morocco, Netherlands, Portugal, Servia, Sweden, Switzerland, Tunis, Uruguay, Union of South Africa, etc., for which special official statistics are not available.

On June 30 the War Trade Board announced that, effective July 1, 1919, all control over the exportation and importation of wheat and wheat flour heretofore vested in the War Trade Board be transferred to and vested in the United States Wheat Director. All outstanding unused export or import licenses issued by the War Trade Board for wheat or wheat flour were revoked, effective July 1, 1919, and Collectors of Customs have been advised that said licenses are of no further force or effect. The War Trade Board announced further that wheat and wheat flour were removed on July 1, 1919, from the Export Conservation List and from the List of Restricted Imports of the War Trade Board.

All inquiries regarding the exportation or importation of wheat and wheat flour should be addressed to the United States Wheat Director, 42 Broadway, New York City.

#### PRODUCTION AND FOREIGN TRADE

The average annual production, net exports, and net imports of wheat during the three fiscal years 1911 to 1913 for the principal countries for which statistics are available are shown in Table 1, together with the production for the same countries

in 1918 the prewar and last war year production.

It will be noted that the production for the year 1918 as compared with the three-year average for 1911-1913 shows a decrease of only 36,170,000 bushels in the yield of the countries named. A practical comparison of the import and export trade of the world for the year 1918 with the exterior trade of the 3-year prewar period is not possible, owing to the distribution of wheat being in the control of governmental agencies, and official statistics in many cases not having been made available for publication.

#### FIXED GOVERNMENT PRICES FOR WHEAT IN THE VARIOUS COUNTRIES

By 1917 the principal governments either had guaranteed a price to the producer or had fixed a minimum sale price. The price fixed or guaranteed by the governments for the years 1918 and 1919 are shown in Table 2. Where prices were fixed for the different grades of wheat, the average of these prices is shown as the fixed price for that country.

Table 2.—Government Guaranteed Price per Bushel to the Producer or the Fixed Minimum Sale Price for the Years 1918 and 1919.

Country	Guaranteed Price
Algeria .....	\$2.36
Argentina .....	1.55*
Australia .....	1.14
Austria-Hungary ..	2.21
Brazil .....	2.65
Belgium .....	2.15
Canada .....	2.245
Denmark .....	1.97
Egypt .....	2.67
France .....	3.94
Germany .....	2.10
Italy .....	4.33
Morocco .....	1.58
Netherlands .....	3.23
Portugal .....	3.33
Spain .....	3.96
Sweden .....	2.95
Switzerland .....	3.25
Tunis .....	3.25
United Kingdom ..	2.28**
United States .....	2.395†

\*No guaranteed price was made by the Argentine Government to the producers, but a fixed minimum price for export wheat was established at \$1.55 per bushel.

\*\*The British Government, under provisions of the "Corn Production Act" which became effective on August 21, 1917, fixed the minimum price of wheat to producers at \$1.65 per bushel, the maximum sale price for home-grown wheat at \$2.28 per bushel and the maximum for imported wheat at \$2.40 per bushel. The minimum sale price for 1919 has been fixed at \$2.16 per bushel.

†No. 1 Northern Spring Wheat at New York.

#### PRICES OF EXPORTING COUNTRIES

The fixed minimum export price for Argentine wheat is \$1.55 per bushel at Buenos Aires, and the price for domestic consumption is about \$1.20 per bushel. While the British Government guaranteed a minimum price of \$1.14 to the Australian producers at Australian ports, three million tons were sold to the Imperial Government at \$1.16 per bushel, and other amounts at from \$1.50 to \$1.66 per bushel. Sales to Sweden have been made at \$1.40 per bushel and to India at \$1.34 per bushel, all at Australian docks, except shipments to India, which were to be delivered at Indian ports. The British Government's minimum guaranteed price to Australia for the season of 1919-20 is \$0.972 per bushel, and the Prime Minister of the Commonwealth has been authorized to offer the British Wheat Commission 74,666,667 bushels at \$1.20 per bushel.

#### EFFECT OF WAR AND FIXED PRICES ON PRODUCTION

The combined effect of the war demands and the guaranteed prices on the principal wheat-producing countries are indicated in Table 3.

Table 3.—Countries Showing Increased or Decreased Production for the year 1918 as Compared with the 3-Year Average, 1911-1913.

Country	Production 1911-1913 (1,000 bushels)	Production 1918 (1,000 bushels)	Increase (1,000 bushels)	Decrease (1,000 bushels)
Algeria .....	33,198	49,199	16,022	
Argentina .....	166,521	219,431	52,910	
Australia .....	88,961	114,866	25,905	
Austria-Hungary ..	247,141	199,220		47,921
Canada .....	228,933	189,301		39,632
Chile .....	21,409	28,292	6,883	
Egypt .....	35,792	32,555		3,237
France .....	324,137	233,781		90,356
Germany .....	160,237	90,330		69,907
India .....	369,946	379,829	9,883	
Italy .....	190,840	176,368		14,472
Japan .....	26,305	32,923	6,618	
Roumania .....	88,418	78,658		9,760
Russia in Europe				
and Asia .....	727,133	721,106		6,027
Spain .....	123,560	135,709	12,149	
United Kingdom...	61,297	93,099	31,802	
United States .....	704,995	917,100	212,105	
All others* .....	226,273	97,150		129,114
Total .....	3,825,096	3,788,926	374,277	410,426

\*"All others" includes Brazil, Belgium, Bulgaria, Denmark, Greece, Morocco, Netherlands, Portugal, Servia, Sweden, Switzerland, Tunis, Uruguay, Union of South Africa, etc., for which separate official statistics are not available.

It is noteworthy that countries showing increased production are those geographically removed from the seat of the war, and that the increase is in direct proportion to the attractiveness of the guaranteed prices. However, it is not reasonable to conclude that the increased production was caused entirely by the increase in the price, because in many cases there was little or no increase in the margin of profit. The effect of the war is clearly traced in the decreased production of those countries directly involved, which appears to be somewhat in proportion to the devastation wrought, and to the enforced withdrawal of men from agricultural pursuits. The only exception to this situation is Canada, which shows a decrease due to the partial failure of the 1917-18 crop. However, the table indicates a net decrease in production of 36,170,000 bushels for the year for all of the countries named as compared with the pre-war period.

#### OCEAN FREIGHT RATES FOR WHEAT

One of the uncertain factors in marketing the world's wheat supply for the season of 1919 is the cost of ocean transportation. There is given below a comparative statement of the ocean rates from the principal exporting countries prior to the war and at the present time (Table 4):

Table 4.—Ocean Freight Rates for Wheat per Bushel of 60 Pounds.

From—	To—	Prewar rates	Present rates
United States:			
New York.....	Liverpool	\$0.0475	\$0.255
Pacific Coast....	"		.64
Gulf ports.....	"		.315
Canada:			
St. Johns.....	"		.30
India .....	"	.1075	.48
Argentina .....	"	.0833	.40
Argentina .....	New York		.72
Australia .....	Liverpool	.1675	.67
Australia .....	New York		.86
Australia .....	Seattle		.72
Australia .....	San Francisco		.72

The rates named to Liverpool are the maximum rates fixed by the British Government and apply only to vessels flying the British flag. The rates to American ports are estimated from average charter quotations. The table is valuable only as indicating the position of grain rates and the fluctuation which may occur, especially downward toward the pre-war basis with the advent into the trade of the ships now on the ways.

[To be continued]

C. R. HOLMES of West Union, Ohio, writes: "Enclosed please find yearly subscription to your paper. I am well pleased with it; take some others but find it the best yet. Shock threshing not done here (July 24); yield good but quality only fair. Lots of rain."



## Carrying Quality of Export Corn

A Study of American Corn and the Conditions Under Which it is Best Carried Abroad

**"HOT CORN"** is a phenomenon not confined to the domestic grain trade of the United States. A considerable amount of the corn exported previous to the world war arrived in Europe in a heated, damaged or spoiled condition. Investigations into the causes contributing to the spoiling of export corn were published by the U. S. Department of Agriculture some time since, embracing the conclusion of J. D. Shanahan, C. E. Leighty and E. G. Boerner. These are now supplemented by a professional paper on the "Factors Influencing the Carrying Qualities of American Export Corn," by E. G. Boerner, Grain Supervisor. While this paper covers much the same ground as the preceding investigations, it is fuller in details and a valuable contribution to our knowledge of the conditions which must be complied with to insure safety in exporting corn. But it applies also in large measure to our domestic trade.

Mindful of the possible losses from the spoiling of export corn and the shortage of transportation facilities, the authorities who had control of the shipping of large amounts of grain to Europe in the later stages of the war, took steps to insure that only such corn as would safely stand any voyage without spoiling, was exported.

The carrying or "keeping" qualities of corn during shipment depend for the most part on the moisture content and quality and condition of the corn as loaded, the length of the voyage, the season of the year when it is shipped, the weather conditions during the shipment and the position of stowage of the corn in the vessel. Some of the requirements imposed on corn exported during the war were more strict than would be necessary in normal times.

In order to determine the influence of each of these factors under varying conditions, eight representative cargoes of corn to various European ports were put under observation by experts. Mr. Boerner accompanied four of the cargoes, John H. Cox went with two, and Laurel Duval and R. C. Miller, each made one trip. One additional cargo was thoroughly sampled at the time of loading and again at the discharge in Europe.

Observations and tests were made daily with the cargoes all through the voyage. During the loading of these cargoes electrical resistance thermometers were placed at various positions in the corn. These thermometers were extended by "leads" to the deck of the ship so that they could be conveniently connected to a temperature indicator, so as to obtain a record of the changes of temperature in the corn in the various positions of stowage. As the electrical-resistance thermometers were being placed in the corn, 3-quart samples were taken from the corn surrounding each thermometer with which to determine changes in the quality and condition of the corn during the voyage. One half of each sample was retained for analysis and the other half put into a "trap," or crossed wire container, which was then fastened to the thermometer and recovered as the corn was being discharged in Europe.

The purpose of using these wire containers was to secure certain definite samples with which to compare the effects of the changes in temperature during the voyage on corn differing in moisture content and the degree of soundness at the time of loading. Without going into the voluminous details of the investigation, it may be stated that the records show that the quality and condition of the corn at the time of loading, the position of stowage in the vessel, the length of the voyage, the season of the year and the weather conditions, each influenced the carrying qualities of the corn. A large proportion of the corn became hot and damaged while it was in the vessels.

As with other grains, the moisture content of the corn is the determining factor in the transportation of grain across the ocean. Corn in which the

moisture content is sufficiently low, will carry safely under ordinary conditions of ocean transit for any reasonable length of time during any season of the year, no matter where it is stowed in the vessel; while corn with a high moisture content is in constant danger of heating owing to a variety of contributing causes. Thoroughly air-dried corn contains about 12 to 13 per cent of moisture. Such corn may be shipped for export at any time, under ordinary conditions. This is true of corn containing up to 14 per cent of moisture, provided fermentation has not started.

It must not be inferred that corn with higher percentages of moisture will not stand ocean shipment safely. Such corn may be perfectly sound, the voyage may be short, the air temperature at the time of loading and during the voyage may be low, no disturbing influence such as heat radiating from the ship's sides, boilers and engine rooms and shaft tunnels may be encountered and the corn kept practically in cold storage. Under such favorable conditions corn with a relatively high moisture content may sometimes be safely carried. Cargoes of such corn, moreover, are often landed in Europe, but on being exposed to warm atmospheric conditions often become hot and unfit for re-shipment in a short time.

When corn gets out of condition, the effect of its relative moisture content becomes immediately evident. Corn with a low moisture content requires a much longer time to become "hot" or discolored or damaged by the process of heating, than corn with a high moisture content. Corn with a high moisture content will heat, become discolored and lose weight by evaporation quickly, and the processes of deterioration are accelerated with each additional per cent of moisture much more rapidly than the proportionate increase in the moisture content.

When corn with a low moisture content begins to heat, it can usually be restored to a cool condition with but a slight amount of handling and ventilating and without much if any loss in value through discoloration; while corn with a high moisture content, when heated in any considerable bulk, quickly becomes badly discolored and damaged and is restored to a cool condition with great difficulty and a great amount of handling and only with more or less damage to its quality and a corresponding loss of value.

The charts and tables prepared by Mr. Boerner show that many of the samples showed a higher moisture content when the cargo was discharged in Europe than it had when loaded. While grain from semi-arid regions may take on moisture when shipped to more humid climes, it is not thought possible that under ordinary conditions of ocean transportation for corn or other grains, confined in the holds of ships, to take on moisture from the air. The increase of moisture noted in the tables may be due to transfer of moisture by air currents caused by changes in temperature or to chemical changes within the corn kernel. Corn containing excessive moisture and situated so that the moisture can escape when subjected to heat, will give off moisture and become drier. But the moisture thus given off in the ship's hold, in case the temperatures in the hold are not uniform, finds its way to the usual air space above the corn and under the deck, passing thence as water to other parts of the hold where it condenses on the cooler corn, the cooler deck and the sides of the ship. In this way the moisture content of the corn in some portions of the cargo may be increased.

The increase in the moisture through chemical changes in the kernel is likely to occur in corn that is heating badly. Conditions of temperature and moisture may be favorable in some parts of the cargo for fermentation to begin and continue. The heat generated in this process is gradually transmitted to the surrounding portions, starting

and increasing fermentation which decomposes the grain and liberates its water of composition, thus increasing the amount of moisture in some portions or in the whole cargo, if conditions are not disturbed, without the addition of moisture from outside sources.

From these causes the grain in many of the shipments examined was found to be damp and heating at the top, while that beneath was cool; and the iron decks and sides of the ship were found to be quite wet from the condensed moisture from the heating corn.

The germinating season of grain is from the middle of March to the middle of June. It is believed that there is a natural and inherent tendency in grain to germinate during that season and that the heating of grain in storage and in transit during those months is due to that tendency primarily. In the cargoes of corn examined, sprouted kernels were occasionally found, but only at the top of the bulk where considerable additional moisture had been supplied either from condensation or outside sources, and where the corn had access to fresh air.

The same conditions that force germination are favorable also to the growth of molds and bacteria as well as to the production and action of certain ferments and enzymes which have the power of changing the composition of the grain kernels, and which in their action produce heat sufficient to cause the heating of the grain.

Fermentation is the principal danger to which damp grain in storage or transit is exposed. Corn in which fermentation has begun, need not necessarily be hot or even perceptibly heating; but the fermentation is usually indicated by a faintly sour odor. The presence of this odor should serve as a warning, because corn in which this odor is present soon becomes hot if not frequently and thoroughly ventilated, especially if the moisture content is high. The process of fermentation develops acid within the corn kernel, and the degree to which fermentation has taken place may be closely determined by the acidity test. The average acidity in several hundred samples of corn on farms was 18.1 c. c.; at terminal markets, 20.4 c. c., and of corn discharged at foreign ports, 30.4 c. c. It is interesting as showing the connection between germination and acidity, that the percentage of germination of the samples on the farm was 76.5; at terminal markets 58.8, and at foreign ports, 31 per cent. It may be added that the average acidity of the samples taken at discharge at foreign ports was just above the maximum acidity allowed in corn intended for human consumption in Italy.

The keeping qualities of export corn were found to be influenced to some extent by the position of stowage in the steamship. With thoroughly dry corn, it was found to be of slight importance where or how it was stored so long as it did not come in contact with the sea water, green or wet shifting boards, or damp or wet freight, wet lumber, etc. Where the shipments of corn contained a percentage of moisture much above that of thoroughly air dried corn, it was found that some of the corn was often in a heating condition at the time of discharge. Where the heating occurred in positions of stowage free from the engine and boiler-room bulkheads and the shaft tunnels, the greatest heat and the most severe damage were found at the surface, the less heat and the less degree of damage the farther the distance down in the hold. When the damaged corn was located in that section of the ship contiguous to the boiler and engine-room bulkheads or the propeller shaft tunnels, the greatest heat and most damage were found nearest the bulkheads, diminishing as the distance increased.

While moisture was found the principal cause of spoiling, a combination of two or more contributing causes resulted in much greater spoilage than one contributing cause alone. The main point established by the investigations made is that as the quality, condition and temperature of corn to be exported can be determined before it is delivered on board the vessel, and as the season of the year during which the shipment is to be made, the



place of stowage in the ship and the probable length of the voyage are known, or can be ascertained, an estimate of the condition of the corn on arrival at its destination can be made in advance.

## PROTECT AGAINST LIGHTNING

The Manitoba Department of Agriculture and Immigration recently issued a bulletin on the fire prevention values of lightning rods.

Perhaps the strongest proof, says the bulletin, from the practical standpoint is that supplied from statistics of the losses suffered upon property that was unprotected, compared with what resulted in the case of wired or rodged buildings.

In Manitoba and the Western provinces, practically no statistics are available on this subject; but in the older provinces, and especially in some of the states of the American Union, very interesting and decisive figures have been gathered. Next to the individual owner, the insurance companies are closest in touch with losses sustained through lightning, and, naturally enough, it is through these companies that reliable information has been obtained.

In many of the states there are insurance companies operating that will accept risks on rodged buildings only, and the wiring must also receive the approval of their own inspector. Many companies, on the other hand, insure both rodged and unrodged buildings. The Farmers Mutual Lightning Protected Insurance Company, of Michigan, insures only rodged buildings passed by their own inspector, and during their business from 1909 to 1912, inclusive, they state that their company had paid the small sum of \$32 only for damage done to buildings by lightning, although they took a total risk of \$55,172,075 in the four years' business. Even this trifling loss, they claim, was due to defects in the wiring not detected at the time of inspection. This, in itself, is very strong proof in favor of wiring.

The Patrons Mutual Fire Insurance Company, of Michigan, takes risks on both rodged and unrodged buildings, and their secretary states that, in the same four years' business, amounting to \$59,567,272, they paid, for damage done by lightning, claims amounting to \$32,268.78, which is slightly over 1,008 times as much as the other company paid on wired buildings. He also states that in 11 years' business the company has received only three small claims for damages on rodged buildings comprising 80 per cent of their risks. Calculating on the same amount of risk taken by each company, the one on rodged and the other on unrodged buildings, it simply means this: That for every \$1 damage done to properly rodged buildings, there was \$1,168 damage done to unrodged ones. Stating it another way, it showed an efficiency of 99.91 per cent for wiring.

In Iowa, over 50 companies keeping these data report that about 50 per cent of all their risks are on wired buildings, and in eight years' business they paid on an average \$10.15 per company per year lightning damage on rodged buildings, while on the unrodged ones, the damage claims paid on account of loss by lightning amounted to \$775.15 per company per year. In other words, there was a saving of \$75 out of an expected loss of \$76, or an efficiency of 98.7 per cent for rodging, even where some defective rodging was doubtless included, as there was no inspection.

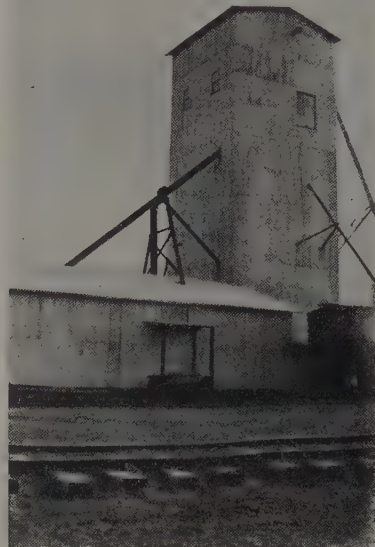
In Ontario no statistics are yet available covering any extended number of years, but some facts have been obtained for recent years, and in the course of another decade some valuable information will be available. Enough has already been collected to show the same general result, in favor of protecting buildings by wiring. The facts collected in regard to insurance risks covering the years 1912 and 1913 go to show that an efficiency of 94½ per cent and 92 per cent, respectively, was the record for rodged buildings, as shown by the companies who actually furnished reliable figures on this subject. In Manitoba, the manager of one of the most successful mutual companies—viz., the

Portage Farmers Mutual Insurance Company, states that they have never yet paid a cent of claims for damage by lightning to buildings that were rodged, while their records show that during the years 1911-1915 inclusive they paid \$57,567.09 damage from lightning to unrodged buildings.

The following data in regard to damages caused by lightning covering a five-year period have been obtained from the reports of the state fire marshals, where such were available. Unfortunately, only a few of the state fire marshals have, up to the present, collected statistics under the heading of rodged and unrodged buildings, but where such has been done the figures are very significant. The state fire marshals, without exception, are very emphatic in their support of the principle of rodging buildings, and the following statement, quoted from the Minnesota report, expresses the general views held by these officers. In this report the state fire marshal says: "Lightning rods, if properly installed, afford practically absolute protection from losses from this source. I know of no case, either in Minnesota or elsewhere, where a building properly equipped with lightning rods has been destroyed by fire from lightning. Rods of good material and properly grounded are not expensive, and their use on dwellings, barns, churches and other buildings should be extended."

## NEW ELEVATOR AT BERTRAND, MO.

Down in southwestern Missouri the Bertrand Mercantile & Grain Company of Bertrand, has taken steps to do its share in handling the new crops by building a new 20,000-bushel elevator. The house



PLANT OF BERTRAND (MO.) MERCANTILE GRAIN COMPANY

was erected by the Burrell Engineering & Construction Company of Chicago, and is well planned and equipped. It has a receiving capacity of 5,000 bushels a day and can ship 3,000 bushels. It is of cribbed construction covered with galvanized iron siding made by the Sykes Company of Chicago.

The company is well established, having been in business at Bertrand for about 15 years. But this is the first elevator it has operated, and no experiments have been indulged in. The house is as near standard as possible and will provide real service for the community.

The equipment consists of 1,500-bushel Howe Sonander Automatic Scale in the cupola; a man-lift; an efficient distributing system at the elevator head; one No. 34 Western Corn Cleaner and a No. 14½ Western Sheller, made by the Union Iron Works of Decatur, Ill.; an oil dump controller; and standard legs with Salem Buckets on rubber belting. The conveying machinery was furnished by the Weller Manufacturing Company of Chicago.

Power is derived from a 22-horsepower Lauson Oil Engine made by the John Lauson Manufactur-

ing Company of New Holstein, Wis. Transmission is by chain and rope drive.

There are five bins in the house, and these will be busy taking care of the great corn and wheat output which is promised from that district.

## NEW ORLEANS AND WHEAT EXPORTS

New Orleans feels that it has not been fairly treated in the matter of the export wheat business. The argument for a higher minimum price at New Orleans and Galveston was given at the conference at New York last June by R. J. Barr of New Orleans. It availed to increase the price from \$2.28 to \$2.30. The purpose of the Grain Corporation was to direct wheat South this year, since at that time the prospective wheat surplus was figured at more than 600,000,000 bushels. To handle this huge amount, it was thought desirable to divert as much of the wheat to gulf ports as could be handled properly. Last year a good deal of wheat shipped north from Oklahoma in the first instance, ultimately was sent to New Orleans, thus increasing the freight paid. A direct movement to the gulf ports was sought in increasing the minimum at New Orleans and Galveston.

But what C. B. Fox of the U. S. Grain Corporation declares is a case of one department of government working against another occurred when the Railroad Administration raised freight rates South from 2 to 5 cents per 100 pounds without touching Eastern rates. New Orleans newspapers and business interests are wrath over this action which neutralizes any possible benefit from the increased minimum price. They are not backward in charging hostile business interests, including millers, with having brought about the raise in freight rates. But with the prospect of higher prices for wheat in the immediate future, it is quite possible that New Orleans may get all the export business this year she can handle. Otherwise she expects the wheat movement in her direction to be light.

## FIRE PREVENTION HINTS

BY JAY A. KING\*

One of the most hazardous conditions in grain elevators is found in electric wiring when electric power is used. The work of installing electric power is sometimes done by those who have no proper experience or knowledge of the work, and often times by those who have no interest in the work other than to get it done and obtain the money.

In no other feature of his building is the owner so at the mercy of the workman or so dependent on him for the quality and safety of his work, and in no other feature is the average man so willing to take a chance in order to avoid extra expense. The installation of electric power should be made with great care, and in an elevator, the wiring to be perfectly safe, should all be in conduit, the connections all made with proper fittings, the fuses enclosed in a metal case, a cut-off switch near where the wires enter the building, and a lightning arrester near the building. In case the motor is in the cupola or other part of the building where an accumulation of dust occurs, it should be in a fire resisting enclosure.

Fire fighting is also a matter of large importance. Fire extinguishers or barrels of water, or both, in convenient place and kept in proper order may be the means of preventing a disastrous fire. In our experience there have been many instances where fire extinguishers were the means of saving the property and only a small damage resulted.

An apt illustration is a case that occurred only a few months ago. A grain elevator that would cost \$10,000 or \$12,000 to build and containing grain to the value of about \$25,000 was discovered to be on fire. Two good liquid fire extinguishers

\*From an address before the Western Grain Dealers Association.



were at hand and were used to combat the fire. The fire was put out with only about \$100 damage to the building and no damage to the contents. It is undoubtedly true that without the use of the fire extinguishers in that case the building and a large part of the grain would have been destroyed.

It is putting it mildly to say that in this instance the few dollars invested in fire extinguishers saved a loss of \$25,000, not taking into account the loss of business that would have resulted had the elevator been destroyed.

Lightning rods are a greater protection than most people are aware. Statistics show that buildings properly rodded are so seldom damaged by lightning that lightning rods properly installed are very nearly 100 per cent protection. The credit allowed on the rate for lightning rods amounts to a sufficient sum to soon pay the cost of the rods. Every grain elevator should be protected by lightning rods.

### NEBRASKA RULE NOT APPROVED

The Nebraska car distribution rule, depending on previous season's performance of the competing elevators at a station, has been disapproved by the Interstate Commerce Commission in a report written by Commissioner McCord, in No. 10069, *Tanner & Co., et al., vs. C. B. & Q., et al.*, opinion No. 5769, 53 I. C. C. 401-11. In the decision, however, the carriers are not required to do anything because the Director-General was not made a party to the case. The complaint has been dismissed.

Briefly, the opinion held that the prior performance rule is unduly prejudicial, and not as good as the "ready to ship rule."

Commissioner Eastman filed a dissenting opinion in which he stated:

"Even assuming that the Nebraska commission has seen fit to adopt a rule which differs in some respects from what we at this distance think the rule should be, I still see no reason why we should substitute our judgment for the judgment of the state commission. I am unable to believe that any important useful purpose will be served by overruling the views of the local tribunal in a case of this sort.

"It is highly desirable, if undue centralization and concentration of Governmental powers in Washington are to be avoided, that every question should be left to the disposition of state authorities which can reasonably and with a proper regard for the general public interest be dealt with in that way. Nothing is more objectionable than to require the people of this country continually to resort to Washington for the decision of questions which are only or chiefly of local concern."

### CANADIAN WHEAT BOARD

Official announcement has been made of the 12 members appointed to the new Canadian Wheat Board, and are as follows: James Stewart, of the Wheat Export Company, chairman; W. A. Mathieson, Winnipeg; W. A. Black, Montreal; C. B. Watts, Toronto; H. W. Wood, Carstairs, Alberta; Norman McLeod Patterson, Fort William; W. L. Best, Ottawa; F. O. Fowler, Winnipeg; W. H. McWilliams, Winnipeg; Joseph Quintal, Montreal; Col. J. Z. Fraser, Burford, Ontario; F. K. Wm. Riddell, Regina.

In addition to its purchasing and selling powers, the Canadian Wheat Board has authority under the act creating it to perform the following functions:

1. To fix maximum prices or margin of profit at which flour and other products made from wheat delivered to millers may be sold and to fix standards of quality of such flour.

2. To purchase flour from millers at prices to be fixed by the Board and to sell same in Canada or in other countries.

3. To take possession of and to sell and deliver to millers or to purchase in other countries wheat stored in any elevator, warehouse or on railway cars or Canadian boats, and to deal with the same as to payment of advance and otherwise in the same way as if it had been otherwise delivered to the

Board, and to move grain into and out of or through any elevator and to or from any car or boat.

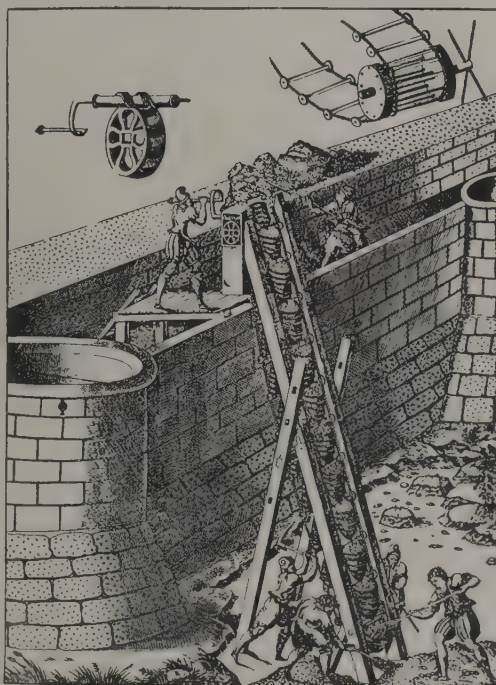
4. To control by license or otherwise the export and sale of flour out of Canada.

5. For the purpose of performing its duties under this order to allocate Canadian lake tonnage and to distribute cars for rail shipment.

### WAS IT A REAL ELEVATOR?

The invention of the elevator as a means of conveying grain or other materials in a more or less vertical direction has been very generally attributed to Oliver Evans, about the year 1780. Certainly he obtained a patent on the idea, which would seem to be *prima facie* evidence of the validity of his claim as the original inventor of the elevator; and apparently no contestant for the honor has appeared. However, *Cassier's Magazine* has published a facsimile of a cut appearing in an early mechanical work by Besson, of the date of 1578, showing the application of the elevator for raising building materials. This is a common use of the elevator today.

The details given by Besson show what is substantially a chain elevator lifting buckets filled with mortar or concrete. The motive power, the tall



A MEDIAEVAL ELEVATOR

fellow with the Phrygian cap, seems entirely inadequate to pull up the dozen or more loaded buckets. And this suggests that perhaps the whole thing was merely a fancy sketch of an apparatus that was never in operation and never took concrete form except in the illustration of this book. The older mechanical writers were given to that sort of thing.

### REPORT ON DOUGLAS STARCH WORKS EXPLOSION

A report on the explosion which destroyed the Douglas Starch Works of Cedar Rapids, Iowa, on May 22, has just been issued by Joseph G. Hubbell, manager of the National Inspection Company of Chicago. The report contains a diagram of the works and a careful discussion of the various features of construction, processes and hazards. Mr. Hubbell concludes that this explosion did not involve all the dry starch departments and that it evidently took place also in wet process buildings, in which there was some dry starch.

He concludes that the explosion was of a progressive character, the place of origin being somewhat in doubt, and, "by projecting air blasts through the doors and conveyors connecting these sections, filled them with a starch dust cloud caused by smashing and upsetting of conveyors, packages, bins, trays, etc., and went to the end with increasing speed and compression until the building structure gave way."

"It seems clear," says Mr. Hubbell, "that, as these explosions are initiated almost entirely by manufacturing operations having to do with dry starch, the grinding mill was probably the cause here. It is clear that proximity of this mill to other departments and its connection to these by spouts, conveyors and doorways afforded an easy avenue of spread for drafts and ignition."

A number of suggestions for control of starch explosions and underwriting against them are made in the report. Among these the following appear especially important:

"As dry starch grinding is known to be the most prolific cause of starch dust explosions, it is clear this operation in all starch plants should be conducted in detached buildings not connected with any other buildings by conveyors, spouts, elevators, passageways or any other enclosed space through which a draft or dust cloud can be set up or an impulse propelled into other buildings or along which flames may flash or burning stock be conveyed to other sections. If not so separated such connected sections should be regarded as subject to one possible blow up with the grinding department.

"All dry starch buildings engaged in different operations, and finished dry starch warehouses, should be separated so that there is no chance of an explosion in any one producing a dust cloud in another or of propelling a dust cloud into another or of communicating flame thereto at a time when the jar of explosion in one may have stirred up a dust cloud in another. Dry starch packed goods warehouses are not likely to originate explosions but, because of character of contents, would certainly be able to pick up and extend an explosion coming into them from other sections. For that reason they should be detached.

"All material handled between dry starch handling, milling, packing or storage sections should be conveyed only by carts on trucking ways which may have shelter roofs but should never have enclosed sides."

### VIOLATIONS OF THE GRAIN STANDARDS ACT

The Secretary of Agriculture reports findings in three cases in the last publication of Service and Regulatory Announcements. All of them were violations of Section 5 of the U. S. Grain Standards Act and related to the grading of corn. This section provides that no person, except as permitted in Section 4 of the Act shall represent that any grade shipped or delivered for shipment in interstate or foreign commerce is of a grade fixed in the official grain standards other than as shown by the certificate therefor issued in compliance with the terms of the Act.

In one case corn inspected as No. 4 mixed was shipped to fill a contract for No. 3, and the shipper declared the corn was of that grade although he knew it had been inspected as No. 4 mixed. In another case, two cars of corn which had been graded by the licensed inspectors as No. 4 mixed and No. 6 mixed, respectively, were shipped to a milling firm as No. 3 yellow, although the shipper knew of the official inspection. The third case was more serious. The licensed inspector issued a certificate for a car of corn giving the grade as No. 3 white and the total percentage of damaged corn as 5.7 per cent. The shipper admitted that he had changed the official certificate so as to make it No. 2 white and the total amount of damaged corn, 3.7 per cent.

IN an order issued recently the Board of Grain Supervisors of Canada stipulated that all wheat graded 1, 2 and 3 Manitoba Northern and No. 4 wheat, received into store at terminal elevators in Fort William and Port Arthur shall be held for account of the Board. Another order provides that these grades shall not be removed from storage at Goderich, Kingston, Prescott, Port McNicoll, Collingwood, Depot Harbor, Midland, Port Colborne, Tiffin and Montreal without permission of the Board of Grain Supervisors.





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#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, ILL., AUGUST 15, 1919

#### CAN WE AFFORD IT?

THE Millers National Federation is conducting a campaign to force the Grain Corporation to export our surplus wheat in the form of flour instead of wheat. There would be, under ordinary circumstances very sound reasons for this program, but at present there is serious doubt as to whether we can afford it.

However badly Europe needs food, its need of work is greater. Immediate and general employment of the demobilized forces is all that can save those countries from bankruptcy, and to deny the mills of Europe an opportunity to operate to the fullest possible extent is a short-sighted business policy, leaving out the humanitarian standpoint entirely. The United States foreign trade is not a "war baby," to get all possible profit from present circumstances and then to retire on the gains we have amassed. We are just beginning to develop our foreign trade and if it is to flourish it must have a firm foundation of good will under it.

A great many business men do not realize that our good will in foreign countries is in a rather delicate condition. In some countries it is positively sick. And to force one commodity upon them at this time when they desire another is not going to help the situation. We are virtually lending supplies, it is true, and a lender can dictate what he will lend, but for the sake of the future we should give the borrower some consideration in what he is forced to take. Not only is the future of our foreign trade at stake, but also the large credits we have already advanced. A bankrupt Europe means a sadly

## THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

crippled America, and we should do everything possible to aid in the reconstruction problem over seas.

#### PAYMENT OF CLAIMS

THERE is a question of legal right as to whether railroads may or may not pay loss and damage claims after the expiration of two years and one day, whether they wish to do so or not. The point has been referred to the Interstate Commerce Commission for settlement. In the meantime the Railroad Administration has advised all roads to withhold such payment.

It is quite an easy matter to delay the payment of a claim for two years. Many grain dealers will testify that it can be and has been done. If suit is entered for the claim, however, the two-year restriction becomes inoperative. All that is required is to enter the suit, a simple and inexpensive process. Where there seems to be a disposition on the part of the railroad to delay settlement the course of wisdom would be to begin proceedings. The case need not be pushed. Mere entering suit will save your bacon. It is quite possible that the matter could be handled more cheaply and expeditiously through an association claims bureau. On the other hand if the claims bureau were given all the claims of all the members they probably would be strong enough to get action from the roads before the two years were up, and the entering of suits would be unnecessary. In this matter of claims the co-operative principle which is the backbone of association work, has fallen down. Only difficult claims are given to the bureau for settlement. They should have all of them, and would then be in a position to exert greater pressure or to take other steps.

#### CANADA TO CONTROL EXPORTS

FOR a short time Canada proposed going alone. While practically all other Governments were in some measure taking charge of the wheat distribution, the Dominion thought that the best and quickest way to return to normal was to let the wheat market be governed by supply and demand. On July 7, the Acting Minister of Trade and Commerce advised that an open market in wheat should prevail.

Winnipeg took him at his word and trading in wheat was resumed there, the only place in the world where it was possible. On July 29, however, the exchange was notified by Sir George Foster to "Please see that facilities for trading in wheat futures be withdrawn immediately." Trading had been conservative in the extreme and at no time did it go above the cash premium price in America. But the reason for the change had become obvious.

On August 7, an official statement was issued to the effect that the Canadian Wheat Board would dispose of the entire surplus Canadian crop, and would make a substantial advance to farmers, completing the payment when the wheat was sold. By this plan the

Government will market the export wheat. Conditions are such that none but a Government agency can deal in export wheat. The commerce is so inextricably bound up with Government credits that a private individual, even with the best of backing would be helpless in the face of impoverished conditions abroad. While the summary stoppage of open trading was hard on the Winnipeg exchange, subsequent developments might well have proved much harder.

#### FEEDING WHEAT TO HOGS

REPORTS from all sections indicate that the feeding of wheat to hogs is quite general. There was much low grade wheat harvested which was worth less than corn was bringing at country points, shipped in. While not as good feed as corn, when ground and soaked wheat makes an excellent feed, and in the drouth stricken states it often was a case of feeding wheat or selling the hogs lean.

From the farmers point of view the practice may be advisable, indeed the farm journals have endorsed it, but from the consumers point of view it makes the day of cheap meat seem far off indeed. He has been filled with the idea that wheat is the world's food index, and to see it going to hogs will undoubtedly have a dispiriting effect on those who are now making a real struggle for the bare necessities. Feeding wheat to hogs is one of the anomalies of the times. It is an economy but one that would require much demonstration.

#### WILDCAT AGRICULTURE

WE ARE in the throes of the greatest farm land boom since 1892. Grain and meat prices have turned the heads of thousands who see a fortune within their grasp if they can only acquire enough acreage to sow for the golden harvest. Farms in Nebraska, 10 miles from market, have been reported sold at \$350 to \$400 per acre. There is a strong opinion among farmers that the present prices of agricultural products will continue indefinitely and the unusual wheat yield this year has done the rest.

Perhaps a farm in Nebraska can return a fair yield on \$400 per acre under the abnormal conditions now prevailing. But as we look back over the years, how often have large crops and high prices shaken hands? Even in 1915-16, with Europe already beginning to get pannicky over food, No. 2 red winter cash wheat at Chicago ranged from 98 cents to \$1.68 during that crop year. Nebraska's yield has averaged between 11.1 and 19 bushels to the acre during the past five years, the grand average being about 16 bushels. If it costs \$1.50 to raise a bushel of wheat (and during the price-fixing days many farmers were ready to swear that it cost much more than that) the wheat would have to bring \$2.75 at the farm to yield 5 per cent on the investment.

The question is: Will wheat bring \$2.75 after the Government guarantee expires? The answer involves supply and demand and



in addition the very important matter of international finance. If Europe goes to work this fall her supplies will approach the normal next year and every country will attempt to be as near self-sustaining as possible. If Europe does not go to work, if labor troubles result in continued idleness, then they will not have any money to pay for high priced grain. Only by continued Government loans in the way of credit will the foreign nations be able to absorb our supplies, and the high exchange rate of the dollar militates against more than a minimum foreign trade.

If these conditions do not make \$400 farm land as big a gamble as the wildest of wild-cat stocks, then we are poor guessers and humbly acknowledge our ignorance.

### JULY TAKES HEAVY TOLL

SEVERE losses in the crops were known to have occurred during July, but many were unprepared for the pessimistic report issued by the Department of Agriculture on August 8. Winter wheat fell during the month from an estimate of 839,000,000 to a reality of 715,000,000 bushels. This, with the estimated 225,000,000 of spring wheat, will make a total of 940,000,000 bushels as against an expectation last month of 1,161,000,000 bushels, a loss of 221,000,000. Allowing 600,000,000 bushels for domestic consumption and seed, we will have a surplus of only 340,000,000 bushels. Certainly the wheat will not be a burden to the Grain Corporation.

There was a loss of 27,000,000 bushels in the corn estimate, the guess now standing at 2,788,000,000 bushels. Oats lost 137,000,000 bushels, the total yield being estimated at 1,266,000,000 which is 65,000,000 bushels under the five-year average. Barley fell from 231,000,000 bushels to 204,000,000 bushels. Rye decreased from 103,000,000 to 84,600,000 bushels, and hay lost 5,000,000 tons now standing at 111,000,000 tons.

In spite of the losses the yield on all crops except oats and barley compares favorably with last year and the quality is better than first returns seemed to indicate. For both wheat and oats, weight seems to be the determining grade factor.

### DUST EXPLOSION PREVENTION

THE announcement on another page, of the plan of the Grain Corporation to finance the investigation and prevention of dust explosions and fires in elevators and mills, has been received with the greatest enthusiasm by the trade. The Bureau of Chemistry had organized an able force to carry on this work, but in the Agricultural Appropriation Bill no provision was made for the Bureau to continue this work. For a time it looked as though the body of experts which had been gathered together would have to be disorganized, but Mr. Barnes was well aware of the valuable nature of the work these men were doing, and suggested that the Grain Corporation, to protect its holdings of grain in various plants and for the good of the industry at large, should take up the burden

that the Department of Agriculture was forced to abandon, and appropriated \$50,000 toward its continuance.

This year the elevators will again have the benefit of this fire prevention work, but next year the Department of Agriculture will have the responsibility of providing funds, and the trade should make it their business to see that an adequate amount is included in the appropriation.

### FIGHTING FREIGHT RATES

FREIGHT rates on shipments of feed into drouth stricken Montana have been reduced one-half. Last year Texas was favored by reduced rates for the same cause. There are many shippers who would have us believe that the Railroad Administration is as conscienceless as the so-called food profiteers. In that case, however, the greater demand for feed would have been the signal for higher instead of lower rates.

There is a very general tendency among shippers to fight increased freight rates and the National Hay Association expressed itself as being opposed to any increase. There is no more sense in denying that operating costs of railroads have increased than there would be in trying to persuade yourself that it costs no more to run an elevator now than it did three years ago. The elevator has to take a wider margin to cover increased costs, so we might as well face the fact that the railroads also have to get more revenue. If the present demand of railroad employees for higher wages is granted, higher freight rates will follow as certainly as the day follows the night.

Instead of fighting a general increase the hay and grain trades will do better to concentrate their efforts toward preserving the balance between markets. This, after all, is more important than are the freight rates themselves.

### IMMEDIATE PROTEST

IN SPITE of the clear language of paragraph two in the agreement with the Grain Corporation there seems to be some doubt as to whether a farmer can make protest against the grade assigned to his grain after he has accepted the dealer's judgment. Only on protested grades is the dealer required to keep a sample, but in spite of this, D. F. Piazek, zone agent at Kansas City, has ruled that it is his opinion that a farmer can bring complaint at any time thereafter, but "it would be incumbent upon him later to at least approximately estimate the grade of wheat involved."

This, of course, would be difficult to do, but the decision, or rather opinion of Mr. Piazek's leaves opportunity for the Grain Corporation to make things unpleasant at least for the shipper should a farmer become disgruntled. The Corporation is frank in the attempt to have a club over every grain handler. Perhaps a few in the trade need it; the rest need not worry, for we believe that everyone will get a square deal from the Grain Corporation.

### NEAR BOLSHEVISM

WHEN the railroad brotherhood demanded another raise in wages or a lower cost of living, proposing at the same time Government-owned and employee-controlled railroads, we came the nearest to real bolshevism that this country has ever been or ever is likely to be again. A further taste of the real thing was suggested by the Indiana Federation of Farmers Association who telegraphed President Wilson that if the railroad employees struck they would counsel their members to hold all farm products until the strike ended. Here was the stage all set for as pretty a political and economic mixup as even Russia has been able to show. The agrarians against the proletariat and the latter against the Government.

The brotherhoods proposal, known as the Plumb plan, would have the Government buy the railroads or issue new bonds to be exchanged for old, with the practical control of the roads in the hands of a committee of the brotherhood. Naturally the employees want Government ownership, for temporary control has paid them to the tune of about a billion a year, and there is no limit to what permanent ownership might bring them. The committee management would put the roads on the rocks just as certainly as it disintegrated the Russian army and changed it from an ally to the foe of all organized Government everywhere.

But the farmer's plan of withholding food, if carried out on a nation-wide scale, would be as effective as a tank of gasoline in extinguishing a fire. The trouble in America is undigested prosperity and the only cure is overproduction and unobstructed distribution.

### A CONFLICT OF INTEREST

IT IS doubtful if ever in the history of the trade there have been, within such a short period as was witnessed early in the month, such strong influences of such a diverse nature. On the one hand was the nation-wide demand for lower prices on all commodities which was brought to a head by the demand of the railroad brotherhoods. Joined with this was the threatened investigation of the packers and the promise by the attorney-general to indict all profiteers. Railroad shopmen were on strike and the seaboard freight movement was generally crippled by walk-outs. Any one of these factors would have been bearish and the trade reacted accordingly. Scarcely had the drop in prices been recorded when Mr. Barnes issued a statement of world demand and supply that caught the bears by the ears. The August crop report shook them till their teeth rattled and the losses of a few days before were entirely recovered.

The action and reaction showed one thing clearly: However local or transient circumstances may affect the grain market, it is supply and demand alone which ultimately settle values. And there can be no question that Mr. Barnes' hands have been greatly strengthened in his purpose of running the country's grain business without loss.



## EDITORIAL MENTION

When a survey of this year's wheat experience is finished, it will be found that wheat scab was about the greatest cause of crop deterioration and loss.

The Canadian authorities felt obliged in the public interest to stop future trading and take over all the wheat; but its plan of making partial payments will breed plenty of discontent.

Shippers can at least hope that the Fates will allot them some of the thousands of new grain cars instead of the uncoopered, untailored and uncensored old shanty-tanks that have been doing service since 1882.

The conduct of some railway employees the past couple of years is now explained. They were practicing for the ownership job which they expect under the Plumb plan of making a present of the roads to the employees—at public expense.

The strike of wheat handlers on the dock at Portland, Ore., tied up grain and flour shipments for some weeks. It will soon be necessary to headline the fact that some union has gone to work. That will be the rare and spicy news.

The University of Minnesota has issued a bulletin showing how to make and analyze an annual report for a country grain elevator. The bulletin is all right as far as it goes, but what many managers would like is a bulletin that shows how to make a report that is always favorable.

A Canadian elevator concern has been accused of profiteering to the extent of 187 per cent on its investment. If the investigation only brings out how the company made so much money, so that other elevator men can get a few hints, the investigation will result in much good—to elevator men.

More or less of a bull wheat market was to be expected under the circumstances; and with estimates of the crop falling almost every day and the knowledge that much of the Northwestern wheat is less than 50 pounds, it is not surprising that the price of No. 1 dark hard wheat has approached the \$3 mark.

Before the wheat crop movement was more than started there became manifest a shortage of grain cars on many lines. Cars that were offered, in many cases, were in no condition to carry grain. It begins to look as if the storage clause in the Grain Corporation agreement would be a life saver for many houses.

New wheat at Minneapolis brought a 47-cent premium. Millers who pay a premium take the risk to that extent in case a lower resale price is fixed for flour by the Grain Cor-

poration. The Corporation got comparatively little of the first movement wheat as millers generally seemed willing to assume this responsibility.

The reason Canada established her open market at Winnipeg which lasted only a few days, was that it was expected the British authorities would permit their own grain dealers to resume open buying and selling. The organization of a centralized purchasing system for foodstuffs for the allied European nations put an end to that hope.

New Orleans will probably do more business than was anticipated a week or so ago, if wheat continues to climb. She is very proud of her record as a port in war time. She shipped out 27 full cargoes of grain ranging from 210,000 to 574,000 bushels, with 19 hours as the average time for clearing each vessel. That is really a record to be proud of.

Just what Senators Gronna, Capper and others would gain for the farmer by repealing the wheat guarantee, does not appear. The guarantee price, which is a minimum, does not prevent and has not prevented, millers and dealers paying more when the market justifies it. To repeal the guarantee would be a matter of bad faith with those farmers who are not complaining.

Canada dealers are protesting against the alleged attempt of American grain men to boost the prices of Canadian grain so that it cannot compete on the European market. Almost at the same time Representative Young of North Dakota was saying that the Reciprocity Bill should be repealed because our farmers could not compete with cheap Canadian grain. They both can't be right.

Statements by congressmen that they know of instances where as little as \$1.13 per bushel is being paid for wheat, are not entitled to credence without specifications as to persons and circumstances. Any farmer can get the guaranteed price less deductions for dockage, grade, etc., by making complaint. If wheat has been sold as low as \$1.13 per bushel, it was because it was not fit for human consumption.

Indiana dealers showed that the average cost of handling grain in 73 elevators (handling 7,424,867 bushels) was 6.42 cents per bushel. The average amount handled by each house was 101,710 bushels. Not included in the costs are the losses on misgrades, forfeitures by delay in getting cars, grain getting out of condition, etc. Only the actual, fixed expenditures and overhead were figured in the cost.

Newspapers, a few days ago, carried a story to the effect that deposits of potash had been found in Pennsylvania which were of greater value than those of Germany. Since the first announcement there has been nothing further, so it is possible merely an attempt at a local land boom. If the report is true, however, it is of the greatest importance, for

most elevator operators can testify the land in many parts of the country is in great need of fertilization. For the most part it has been cropped year after year without a pound of replacement, and even the native richness of our soils shows the effect. We predict that within the next decade the trade in fertilizers will be enhanced many times its present volume.

An indignant North Dakota farmer writes to the Equity people asking them to start an opposition elevator at his market point, because the farmers' elevator already there has been paying from 10 to 60 per cent dividends. This farmers' elevator he says "is organized and operated for profit, instead of justice." Very likely he had had a run-in with the manager over the grade of his grain. But is there any inconsistency between profit and justice?

Indiana official weight inspectors found one case where a scale weighed  $1\frac{3}{4}$  pounds heavy on every 100 pounds. The owner of the scale had weighed 1,400 sacks the day before on that identical scale and was out of pocket the value of 2,450 pounds of material on that day's operations. In another case, the scales, probably through home-made repairs, were out 5 per cent of the draft. A faulty scale has all the characteristics of a tax on business, with this exception, that the tax is not shifted, and cannot be shifted.

The called meeting of the executives of the Grain Corporation for August 7 was postponed to allow Mr. Barnes to meet with the commission who are studying high cost of living problems in Washington. The original purpose of the meeting was to consider new plans for marketing wheat on account of the very material crop losses during July. Even a resumption of future trading was suggested. Perhaps after the Washington hearings Mr. Barnes may feel more like seeing that a resale price is fixed for flour by the Grain Corporation.

Statewide campaigns against rats always result in the extermination of many of the rodents, as was recently witnessed in Indiana, but after all the effect is only temporary at best and the ranks of the rats are soon filled again. Nature provides bountifully for replacements. The sure way of ridding an elevator of rats is to destroy their place of refuge. A wood floor is a general invitation to all rats and their families to make the house their habitation. A concrete floor and foundation is the only safeguard, and while rats do find a temporary home in concrete buildings, movement of material or the cleaning up of the junk pile exposes them and a smart dog will do the rest. Many statements have been made by statisticians and others as to the destruction of grain by rats and the enormous total cost to the grain trade from this source. If these costs are only half the amount stated, it would take but a short time for a concrete floor to pay for itself, and in the meantime the operator can enjoy a degree of cleanliness in his house impossible under the old conditions.



R. M. WHITE  
Duluth

# NEWS OF THE TERMINAL MARKETS

K. D. KEILHOLTZ  
Toledo

## NEW EXCHANGE AT HOUSTON, TEX.

The Houston Grain and Hay Exchange was organized late in July by the members of the grain and hay trade of that market. Sigmund Rothschild was elected secretary of the new body and J. E. Bishop was made treasurer. Arrangements were made for the appointment of an official grain inspector and the opening of the Exchange at the earliest possible moment.

The members of the Exchange are: D. T. Taylor Hay & Grain Company; Oliver Cranston; D. S. Cage & Co.; C. C. Rhodes; W. P. Jones & Co.; Houston Grain Company; J. C. Reader; Saint Grain & Produce Company; J. E. Rogers; E. S. Dixon & Co.; Beatty-Archer Company; Waldman-Ross Grain Company; C. W. Robinson Company; Sigmund Rothschild Company; South Texas Grain Company; W. L. Edmundson; J. E. Erwin & Co.

## GOVERNMENT CONTROL MEANS INEFFICIENT SERVICE

It is not difficult to see why railroad labor is for Government ownership of the railroads; it has been "easy picking" for them under the present administration. It should bring home to every conservative business man the object lesson now before us, that Government control, or ownership means—inefficient service, extravagances of all kinds, and eventually ruin of the railroads and of other great industries of this country. Congress is now wrestling with the problem of the return of the railroads to their owners. Numerous plans have been suggested and the danger now lies in "court-pet theories" against the big issue of Government ownership. Labor pleads "High Cost" and it has been a potent weapon, but the signs of the times are that even that argument has its limitations.—*Pope & Eckhardt Company, Chicago, Ill., in late market letter.*

## J. RALPH PICKELL

There is a story told that once upon a time the gods were assembled upon Mount Olympus for the purpose of examining candidates for admission to their midst. The stunts given out for performance, as may be imagined, were by no means easy. Each candidate essayed the tasks with the usual proportion of successes and failures until Hercules appeared. Immediately all the gods rose and in an unanimous verdict admitted him to godship without any examination whatever. Hercules was accepted on his general appearance.

Looking upon the portrait of J. Ralph Pickell, which accompanies this sketch, we allege that there is clearly delineated the inspired soul of the brilliant author, the observing traveler, and the imaginative poet. To deny our allegation is but to make admission that such a doubting Thomas, with the gods, has no spiritual kinship. As the late Elbert Hubbard would have said: "To accept our proposition is wisdom, to deny is folly"; for in the final analysis such blindness to truth deserves no better fate than to "hoist with its own petard."

J. Ralph Pickell, editor of *Rosenbaum Review*, published by the J. Rosenbaum Grain Company of Chicago, was born in the state of Kansas in 1883. He engaged in the grain business with his father at Humboldt, Kan., for five years, and later owned and edited a country newspaper until he removed to Chicago in 1902. He had never been outside of the state of Kansas except across the border into Kansas City, Mo., up to that time.

Arriving at Chicago he sought and secured em-

ployment on a grain trade paper but the manager, a fussy scrutinizer of his employees' paragraphs, decided he couldn't write. Young Pickell thought he could and demonstrated the fact by entering into business for himself.

Aside from authorship Mr. Pickell always had a predilection for public speaking and is one of the best paid lecturers on the American platform today.

In 1916 he boarded a boat for South America, a trip of 21 days, having never seen the ocean before.



A STUDENT OF WORLD AFFAIRS

He visited Brazil, Argentine, Uruguay and Paraguay as representative of E. F. Rosenbaum and as member of the Financial and Commercial Commission appointed by Wm. G. McAdoo, Secretary of Treasury. In the fall of 1916 he became affiliated with J. Rosenbaum Grain Company and since that time has edited the *Rosenbaum Review*, a paper he started. The paper has achieved international reputation and prestige as a financial and commercial magazine.

In 1917 Mr. Pickell visited Japan, China, Korea, Manchuria, crossed Siberia, and scouted around in Russia for two months, returning home by Sweden and Norway, circumnavigating the globe, for Government and private interests. In 1919 he visited England, Scotland, France, Holland, Belgium, Spain, Italy, Northern Africa, for the J. Rosenbaum Company and a department of the Government. He has just finished a book, "24 Days on Troop Ship," which is now on the press and about ready for distribution.

Mr. Pickell is a student of world affairs and writes entertainingly and convincingly of his impressions. He divides his time, when not on the lecture platform, mainly between Chicago and Washington. He possesses a warm personality and has made many friends in all parts of the world. This short bio-

graphical sketch would not be complete without the personal touch. Mr. Pickell says:

"This is the first time that I have ever deliberately posed for publication, and I am doing so now, because I think the firm I am attached to may profit from it. The picture which appears in connection with this description was taken for the very purpose for which it is now being used. The background consists of grain samples which are not mine, but the firm, being in the grain business, gets the benefit of the camouflage."

"There is nothing remarkable about my career except the size of my family. It is quite true that I have traveled more miles in more places than most any other American, but almost any reader of your magazine could do the same thing under the same circumstances. Someone else puts up the money. Here's another strange thing. All my traveling has been since the beginning of the Great War, sometimes where the Bolsheviks are supposed to be raving and sometimes where the shells were flying, but I have never had any narrow escapes, no thrillers."

"I am willing to admit that as a writer and speaker I have been very successful. That success has been due largely to the fact that I have tremendous confidence in my own ability. Of course when I get to stepping too high something gives me a solar plexus blow, and doubles me up, but like the Missouri mule I soon recover my wind, and go at it harder than ever. If a man has abundant faith in himself it becomes contagious. Your associates often shy at it, and throw a brick at it, but if you can maintain your poise, the world is yours."

## CORN MORE THAN AVERAGE CROP

Crop conditions in St. Louis territory have been greatly benefited by rainfall the past two weeks, while corn crop in central and southern Illinois was considerably injured before the rains came. The rains were in time to save the Missouri crop and we have every promise now, of more than an average crop in that state.

Oats have been a disappointment from all sources; light in weight and yield.

Wheat movement restricted by lack of cars and strike conditions. We have had a splendid market for wheat, paying premiums over the Government price, and indications are that this premium will be increased as the season advances.

Corn receipts light and big demand here for choice grades of white and yellow. Stocks are very low and no show of increasing them any in the next 60 days.

Oats market affected by rail conditions; not enough arrivals to supply demand—heavy oats wanted and good premiums paid for them, a range in price of 1 to 3½ cents daily in 3 white oats is caused by the difference in weight of samples offered.—*Elmore-Schultz Grain Company, St. Louis, Mo. Letter of August 13.*

## BUFFALO MARKET LETTER

The demand for good milling Kansas hard winter wheat continues in this market and it looks as though millers realize that a good stock of this wheat is going to work to their advantage later on, principally on account of the poor prospects for Northwestern spring wheat.

Both winter and spring wheat coming to this market are bringing very good prices. Dark No. 1 northern spring sold here yesterday at \$2.60 track, probably would bring a higher price today due to



an advance of about 7 cents per bushel in Chicago. Michigan shippers who have some good dark spring wheat ready to ship would do well we think if they considered the Buffalo market. Receipts of wheat in this market are light.

Corn prices very firm, receipts exceedingly light, inquiry very fair. Oats receipts also very light, market firm with a good inquiry from Eastern buyers. Rye nothing doing here, local mills are out of the market. Barley steady with fair inquiry from maltsters. Also feed mills are interested every day in prices for feed barley, barley testing about 46 pounds.—*Whitney & Gibson, Buffalo, N. Y. Letter of August 13.*

## PRESENT LEVELS HIGH

The railroad snarl and continued agitation of the high cost of living caused an uncertainty to the markets, and until the labor difficulties are settled and the investigators and politicians at Washington have defined a policy, we do not look for an extreme advance over the present levels... There was a sharp demand for spring wheat today, showing an advance of 5 to 10 cents for all grades. Semi-dark winter wheat was readily salable at firm prices. Softer varieties were slow. There is a hint of strike agitation among the elevator and mill workers, which possibility shows the danger of following these high premiums.—*Godfrey-Blanchard Company, Minneapolis, Minn. Market Letter of August 13.*

## THE PEORIA MARKET

The cash grain situation is dull in this market on account of light receipts, scarcity of cars to load grain out, and the unsettled railroad situation. The demand is fairly good for yellow corn, which has been selling the last day or two around \$2.05 here. Mixed corn brings considerable discount under the yellow; and the demand for sample corn is irregular but fairly good, around \$1.90@1.95, depending on the condition and quality. The total receipts are small.

This market is getting in a fair amount of wheat, which is bringing good prices, some of it going to the seaboard.—*Grier Grain & Commission Company, Peoria, Ill. Letter of August 13.*

## WILL CURE PROFITEERING AND OTHER ILLS

There has probably been considerable profiteering. Many think the retailers have been the chief offenders. The world war restricted supply and increased demand. That, of course, meant advancing prices. It gave the profiteers their opportunity. Many were too greedy to resist the temptation. War is over, but world's supply has not caught up with demand. When it does catch up and increases to a point where it exceeds the demand, then prices will begin to decline. A large supply would be too unwieldy for the profiteers. They would be obliged to seek shelter to avoid being crushed by the slow moving, but irresistible glacier. Increased production, greater efficiency and economy are the real cures for the aeroplane cost of living.—*C. A. King & Co., Toledo, Ohio. From late Special Market Report.*

## LOOK FOR INCREASED RECEIPTS

The movement of corn from the country has been curtailed recently by railroad strikes and scarcity of cars, and receipts in this market have been very light. Prices have had quite an advance the past few days, although the demand is limited, not only for shipment but for industrial purposes. Our largest industry, the Corn Products plant, is still closed down and it is difficult to tell when it will resume operations. A little more corn, mostly for long time shipment, has been offering from this state and Iowa the past few days, and as soon as railroad conditions improve, no doubt receipts will increase materially.

The movement of oats has also been retarded on account of car and labor situation, and prices have been advancing in sympathy with corn. Country elevators are well filled with both wheat and oats and it is impossible to obtain cars to move the grain.

There is a fairly good demand for this cereal at the moment.—*Mueller Grain Company, Peoria, Ill. Letter of August 12.*

## WILLIAM GOLDBERG

The announcement was made on July 15 at Indianapolis, Ind., that the Goldberg Grain Company had been organized to conduct a general grain commission business on the Indianapolis market. The head of the firm, William Goldberg, whose likeness is given herewith, is an energetic young man, who chose the grain industry as his avocation in life, and, save for a short interruption caused by the war, has made rapid strides in his chosen profession.

Mr. Goldberg started his business career as messenger boy with one of the grain firms on the Chi-



WILLIAM GOLDBERG

cago Board of Trade. He quickly passed the messenger boy stage and after having had experience with a number of cash houses on the Chicago market, he left for Lincoln, Ill., where he became manager for E. Lowitz & Co. He then went with the Murphy Grain Company at Peoria and Lincoln, Ill., until April 1918, when he enlisted in his country's service. He entered the army as a private in the artillery and was mustered out as sergeant major January 5, 1919.

Upon leaving the army Mr. Goldberg went to Indianapolis, engaging with the Sowers Grain Company and remained with this house until he started into business on his own account. Taken as a whole Mr. Goldberg has back of him 10 years' varied experience in the grain trade, part of which time was spent on the road, and has hosts of friends in Illinois and Indiana.

## BOARD OF TRADE MEMBERSHIPS AT TOP PRICE

The price of memberships on the Chicago Board of Trade sold this month at only slightly below the \$10,000 mark. An impetus was given to the price by a recent decision of the Board of Directors that firms of more than one member who are doing business on the Board with only one membership, must secure seats for all members. A new rule will be posted to that effect and a ballot will be taken on it before the close of the month.

The price of memberships has been steadily mounting during the past year owing to the great demand, for the most part due to the large volume of business transacted on the Exchange.

## AGREEMENT DATE TO BE EXTENDED TO AUGUST 20

Announcement has been made by the United States Grain Corporation, 42 Broadway, New York, that the various trades may have the privilege of signing agreements with the Grain Corporation up to August 20. Agreements must be returned to the agents of the corporation in the various zones on or before that date.

## RESTRICTIONS TO BE REMOVED

All restrictions on the Winnipeg Grain Exchange, Winnipeg, Manitoba, are to be removed shortly. After two years suspension further trading in options will be resumed. Dealers, however, are expressing hesitation in respect to transactions of this kind, owing to the shortage in tonnage. This decision of the Exchange Council is to go into effect upon notice being given by the president.

## Grain Arrivals at Various Terminals EARLY ARRIVALS AT OMAHA

*Editor American Grain Trade:*—As usual the great state of Nebraska holds its hands full of the products of the soil. Hands full of the best quality wheat, oats, rye and barley, the harvest in yield was not immense, but above average, and the producers are so busy with farm work that they are overlooking the coal question.

Wheat movement to this date indicates that a large per cent will be No. 2, that very little of the winter wheat will fall below the 3 grade, the quality, from a miller's standpoint is good.

Oats run so far, is fine, and will grade 2 white and 3 white; rye is excellent; barley is lighter than the 1918 crop.

Very truly,  
GEO. B. POWELL,  
Chief Inspector and Weighmaster.

## CAIRO WHEAT RECEIPTS

*Editor American Grain Trade:*—The first cars of new wheat were received at Cairo on July 29 and graded No. 2 red. Testing 53 pounds. The moisture content was 12.4 per cent. The receipts of wheat to date have been very light and the quality poor. A large percentage of the wheat arriving by river grading No. 4. The yield per acre averages five bushels less than the crop of 1918, although the acreage was greater.

The first car of new oats was received on July 26, graded No. 2 white, testing 29 pounds and the moisture content was 9.3 per cent. Another car received the same date graded No. 4, testing 25 pounds and had 12.4 per cent moisture. The receipts to date have been rather light. Hardly enough to give an opinion on the crop, but from what we have handled think the weight will be the determining factor in the grading of this crop.

The present moisture content is lower than it will be on later receipts as the oats were harvested during an exceptionally dry harvesting season.

The heavy movement of new oats usually starts about the 10th of August at this market.

Yours truly,  
W. S. POWELL,  
Chief Inspector and Weighmaster.

## WHEAT CONDITION IMPROVING

*Editor American Grain Trade:*—We have your letter of the 2nd inst. asking us to advise you as to the condition of the Kansas wheat crop especially in reference as to how wheat is grading.

In reply will say that wheat is coming into Kansas City market in much better condition and grading higher than we anticipated it would at the beginning of the season. Out of 2,661 cars graded by this department at Kansas City during the first part of July, 1,139 cars were hard winter wheat, 1,238 soft red winter, and 284 mixed wheat. Of this number there were 267 cars that graded No. 1, 1,311 cars graded No. 2, 734 cars graded No. 3, 256 cars graded No. 4, 36 cars No. 5 and 57 cars graded sample wheat. You will note from the above figures the crop is grading above the average early grades for this market. Last week we had the heaviest receipts in Kansas City that has ever been known here as nearly 5,000 cars came into this market during the week. The average grades are



about the same as they were during the first part of July.

In regard to oats, the movement has been very light up to date and the grades run poor on account of so much being weathered. Most of the new oats are grading three and four. Trusting that this information is what you desire and assuring you that we are always glad to supply you with any data which we may have, we are

Yours very truly,

KANSAS GRAIN INSPECTION DEPARTMENT,  
J. S. Hart, Chief Inspector.

#### TERMINAL NOTES

The well known grain and stock firm of Simons, Day & Co. of Chicago, Ill., have increased their capital stock from \$200,000 to \$300,000.

Harry A. Zweig, for many years with the J. Rosenbaum Grain Company of Chicago, Ill., has engaged in the cash grain business on his own account with offices at 305 South LaSalle Street.

The W. M. Bell Company of Milwaukee, Wis., has filed an amendment to its articles of incorporation increasing its capital stock from \$100,000 to \$150,000.

E. Steen & Bro. received the first car of new hay to arrive at the Baltimore market. It arrived July 26 from Ohio, and was a car of timothy and clover mixed, in good condition.

E. F. Richards, vice-president of the Baltimore Chamber of Commerce and member of the grain receiving and exporting firm of John T. Fahey & Co., Baltimore, Md., spent his vacation in motoring through New York State and along the Hudson River.

Walters & Bowman have engaged in the general grain business at Chicago with offices in the Postal Telegraph Building. W. A. Walters was recently in the grain business at Le Roy, Ill., and L. A. Bowman has been connected with grain interests of Peoria, Ill.

Jackson Bros. Company, one of the older grain firms of the Chicago Board of Trade, have admitted James E. Cairns and Edward O'Neill to partnership. Both men have been with the firm for some time past and are well known in Chicago and western grain circles.

The Johnstone-Templeton Company has been organized at Milwaukee to engage in the general buying and selling of grain. Capital stock is \$60,000 and the incorporators are A. L. Johnstone, A. R. and A. J. Templeton, men of long standing and reputation in the Milwaukee market.

Bert A. Parker, recently general elevator superintendent at Indianapolis for the Cleveland Grain Company, is now traveling for this house in Illinois and Indiana. Mr. Parker is an experienced grain man and was formerly connected with the Grain Inspection Department of Chicago.

Taylor & Bournique Company of Milwaukee, Wis., announces to the milling wheat trade that they are enlarging their milling wheat department and have placed Miss A. E. Reese in charge. Miss Reese has been in the milling wheat business for eight years and is well known to that branch of the trade.

"Ransom's Grain Book," copy of which we have just received, will prove a very valuable aid to shippers on account of its varied information on grain subjects. It is issued by the Ransom Coal & Grain Company of Kansas City, Mo., and doubtless a copy will be mailed to any shipper making a request for it.

Geo. E. Booth, manager of the cash grain department of Lamson Bros. & Co. of Chicago, served in the recent African campaign at Chicago, brought on by the race riots, on the South Side district. As orderly to the colonel of his regiment he had the privilege of returning to the Exchange each morning and selling wheat for four hours. The 4th Regiment of Illinois Reserve Militia of which he is a member, Colonel Beckman commanding, was called into action July 29 and mustered out August 2. The reserve militia played an important part in

restoring order throughout the south side sections where the race riot prevailed, and is now recognized as an efficient military organization.

A. E. Rust of the Halliday Elevator Company of Cairo, Ill., is home again after a two weeks' vacation spent in Wisconsin.

The McCaul-Dinsmore Company of Minneapolis, Minn., received at that market the first car of barley from the 1919 crop. It came from South Dakota and was sample grade on account of light weight but of good color, testing 42 pounds to the bushel, and sold at \$1.22.

Toberman, Mackey & Co., hay and grain merchants of St. Louis, Mo., have mailed their friends a reproduction of the painting "The Path of Dreams," by C. Warde Traver, to ornament the office wall. It represents a woman clearly outlined in the shimmering gold of semi-twilight gazing from a marble balcony over the sea which reflects the path of the moon's rays.

O. D. Waldon, who has been in the office of McCordle-Black Company, Indianapolis, for some time past, has gone on the road, representing them in Illinois and Indiana. Since the firm engaged in the grain business at Indianapolis they have established branch offices at Paris, Ill., and Logansport, Ind., with private wire connections as correspondents of James E. Bennett & Co. of Chicago.

A map of Illinois that will prove very useful to the grain trade generally has been sent out to their friends by the Sawers Grain Company of Chicago. It shows the production of wheat, corn and oats by counties giving the August estimate, the winter wheat seeded in 1917 and spring wheat seeded in 1918, and production based on estimates from the State Food Administrators threshers' reports for crops of 1918.

The Donahue-Stratton Company of Milwaukee, Wis., has established a consignment department to be operated in connection with its regular grain business. It will be in charge of Fred W. Aishton, formerly with the Milwaukee offices of the Updike Grain Company. The Donahue-Stratton Company operates elevator "A" of the Chicago, Milwaukee & St. Paul Railroad and elevator "A" of the Chicago & Northwestern Railroad having a combined capacity of 2,600,000 bushels.

At the annual meeting of Turner-Hudnut Company of Peoria, Ill., the following officers were elected: V. P. Turner, president; H. G. Herget, N. H. Moore, W. H. Perrine, H. A. Rumsey, vice-presidents; Geo. Harnish, secretary; R. S. Turner, treasurer. R. S. Turner, and J. D. Canty (the latter for many years in the Rumsey, Moore & Co. organization) will pay particular attention to receiving business. The customers of Rumsey, Moore & Co., of Peoria, will thus see that their interests will be looked after by the same people when they ship to Turner-Hudnut Company.

The home offices of L. E. Slick of Bloomington, Ill., have been removed to Peoria, Ill., and are located in the Lehmann Building, where they will handle cash grain in all its branches, including a general receiving and shipping business. A. C. McKinley, formerly manager of E. B. Conover Grain Company's office at Peoria, has been connected with the Peoria office of L. E. Slick since July 1, personally handles all cash grain, or otherwise, in that market. They announce they will be on the job every minute for handling their customers' business in the most satisfactory manner.

The Edward R. Bacon Grain Company of Chicago has been incorporated to succeed Edward R. Bacon, for years a prominent grain merchant on the Chicago market. Two well known grain men of Milwaukee, P. P. Donahue and H. M. Stratton of the Donahue-Stratton Company, are interested in the new concern, of which the officers are: Edward R. Bacon, president; P. P. Donahue, first vice-president; H. M. Stratton, second vice-president; Edward R. Bacon, Jr., secretary-treasurer and general manager. The company will operate the Keystone and Wabash elevators in Chicago, with a combined capacity of 3,000,000 bushels, and the Grand Trunk elevator at Collingwood.

#### TRADE NOTES

The O. W. Randolph Company of Toledo, Ohio, manufacturers of the Randolph Grain Drier, have been obliged to move their offices, on account of expanding business, from 1612 Second National Bank Building to 1015 Summit Street.

Skillin & Richards Manufacturing Company of Chicago, Ill., are building an addition on their plant at 4516-60 Cortland Street. It joins the old building on the east and will be 125x127 feet two stories in height of regular mill construction. The general offices of the company will be removed to the second floor of the addition while the first floor will be occupied with machinery and tools to relieve the congestion in the rest of the plant.

The Ellis Drier Company, of Chicago, Ill., have recently purchased the estate of Rockwell King which includes the entire block bounded by the Chicago & Northwestern Railroad, Roosevelt Road, Roosevelt Place and Tolman Avenue. They will erect a large fireproof shop factory for the manufacture of the well-known Ellis Grain Driers, Ellis Rotary Driers, fans, steam coils, steam traps and various classes of grain elevator machinery.

A little pamphlet has come to our desk bearing the title "The Government Official Wheat Tester Commonly Called Kicker" for arriving at correct dockage and determining the exact amount in each sample of wheat. It is manufactured by W. H. Emerson & Sons of Detroit, Mich., and Windsor, Ont. Every grain elevator and mill owner knows the value of eliminating all guess work in determining dockage on wheat, thereby avoiding all differences between buyer and seller. The purpose of the Emerson Tester is to determine the actual amount of dockage in each sample and save all the wheat.

The Invincible Grain Cleaner Company, Silver Creek, N. Y., are now building a line of receiving separators to be used in the Northern Central Elevator under construction at Baltimore, Md. The line consists of 10 No. 15 and one No. 12 Invincible Compound Shake Double Receiving Separators each having a capacity of 3,000 bushels per hour medium cleaning. They are of wood construction, covered with sheet steel and painted bright red. They will be operated in pairs, each pair being coupled and driven in the center. A special conveyor system is being furnished to feed the machines and another to take care of the screenings. The manufacturers claim that the selection of Invincible cleaners to handle the grain in what is to be one of the largest terminal elevators in the world, is a strong recommendation for the Invincible product.

"A Chain of Evidence" is the latest contribution of the Morse Chain Company, of Ithaca, N. Y., to power literature. It is publication No. 14 on large power drives and shows Morse Chain Drives as applied to 100 horsepower up to 5,000 horsepower. A feature of the book is the series of splendid illustrations offering conclusive evidence that the application of Morse silent chains for transmitting large powers, has come to be recognized, not only as good mechanical practice where the specifications favor such a drive, but as highly desirable on account of their greater efficiency, quiet operation, low up-keep-cost, and long life. The book also contains the full and complete data necessary for the filling out of the blank inquiry page and securing estimates and details of Morse Silent Chain Drive.

The Joseph Dixon Crucible Company, Jersey City, N. J., has the following to say concerning their experience of the progress made in the field of lubrication during the war period: "The war situation as applied to the mechanical industries raised the potential value of any productive machine and its product to a new and higher figure. It became well worth, while even absolutely necessary, to study the conservation of both that particular piece of machinery and its product. In the majority of instances conservation proved to be a matter of proper lubrication. Given this just consideration, the equipment was able to 'carry on' for an indefinite period with a minimum of attention."



# National Hay Association at Detroit

Twenty-sixth Annual Meeting of Hay Dealers a Great Success—New Officers Elected

THE twenty-sixth annual meeting of the National Hay Association convened at Detroit, Mich., with one of the largest and best gatherings in the history of the organization. President Samuel Walton of Pittsburgh, Pa., called the first session to order in Assembly Hall of the Statler Hotel and Dr. John Acheson, president of Pennsylvania College for Women, Pittsburgh, Pa., pronounced an invocation, all standing.

In the unavoidable absence of Mayor Couzens, Corporation Counsel Wilcox of Detroit extended a very cordial welcome to the city to which John L. Dexter of Detroit and an ex-president of the Association responded. Theo. W. Swift welcomed the delegates in behalf of the Detroit Chamber of Commerce and a reply was made by Fred W. Williams of New York.

D. W. McMillan, chairman of the Memorial Committee, then paid a tribute to those who had passed to the Great Beyond during the year.

## REPORT OF BOARD OF DIRECTORS

Vice-president W. H. Toberman of Toberman, Mackey & Co., of St. Louis, Mo., then took the chair and President Walton read the report of the Board of Directors as follows:

We are bringing to a close the twenty-sixth year of the existence of this Association. It has been a year of unprecedented events in the history of the same. When we last met at the convention in Cleveland, Ohio, in July, 1918, our country was in the throes of a righteous war against the most arrogant, unscrupulous nation the world has ever known.

Our Association has played its part in the winning of the war, and a very important part, by rendering to the Forage Branch of the Quartermaster's Department every service within its power for the purpose of assisting in securing and maintaining an adequate supply of hay and straw for our army. As you already know, the Government appointed one of our prominent members, George S. Bridge, as chief of the Forage Branch of the Quartermaster's Department, U. S. Army. Mr. Bridge was promptly and unreservedly granted the complete co-operation of our organization and the result was all that could be desired.

Your president and secretary attended the meeting of the Michigan Hay and Grain Shippers Association, held in Detroit, August 11, 1918, and the meeting of the New York State Grain and Hay Shippers Association, held at Syracuse, N. Y., August 16. We also called a meeting of the shippers at Lima, Ohio, August 22, which was very largely attended; likewise a meeting at Fort Wayne, Ind., September 11, and after making known to the shippers at these meetings the Government's urgent need of their support, it is pleasing to say they responded nobly. We have known them to offer and sell the Government their hay at a price that was from \$1 to \$2 per ton less than the terminal markets were offering, and this from a purely patriotic standpoint. At the same time, we were being subjected to high rates of freight, excessive demurrage charges and other severe regulations, to all of which we submitted without a protest, believing such measures were essential to the winning of the war; and I do not hesitate to say, and without any spirit of egotism, that there is no other business men's organization that was more loyal or patriotic than the National Hay Association. In fact, you never heard of another organization whose members made greater monetary sacrifices, if you please to term them such, than the members of this Association.

It is gratifying to report that under date of December 31, 1918, Mr. Bridge, upon retiring from the Quartermaster's Department, addressed a letter to your president and the members of the National Hay Association, expressing his sincere thanks and appreciation for the service rendered in assisting him to maintain an adequate supply of forage for our army.

Owing to the previous experience many of our shippers had in selling the Government, it caused them to have a feeling of uneasiness as to the treatment that would be accorded them in the event their hay should be graded below the quality contracted for. Mr. Bridge being a practical hay man, appreciated their views; and in order to eliminate any fears or doubts that they might have in that respect, he asked your president to appoint a committee to meet with him in his office in Chicago, October 16, for the purpose of agreeing upon a just and equitable scale of discounts on hay that was not of a quality contracted for—taking No. 1 timothy hay as a basis. The following members were appointed on that committee: S. W. Kemp, Spencerville, Ohio;

D. W. McMillan, Fort Wayne, Ind.; Frank Young, Lansing, Mich.; D. S. Wright, Weedsport, N. Y.; J. P. O'Hara, Moravia, N. Y., who, with your president and secretary met with Mr. Bridge in his office at the appointed time above stated, with the following results: Standard timothy to be accepted at a discount of \$1 per ton below the price of No. 1 timothy; No. 2 timothy to be accepted at a discount of \$2 per ton; No. 1 light clover mixed hay to be accepted at a discount of \$1 per ton below the price of No. 1 timothy hay; No. 2 light clover mixed hay to be accepted at a discount of \$3 per ton below No. 1 timothy hay; No. 1 clover mixed hay to be accepted at a discount of \$4 per ton below No. 1 timothy and No. 1 heavy clover mixed hay to be accepted at a discount of \$4 per ton below the price of No. 1 timothy hay.

Like conditions existed with the shippers of alfalfa and prairie hay. Therefore, a committee was appointed to meet in Mr. Bridge's office for the purpose



PRESIDENT FRANK L. YOUNG  
Lansing, Mich.

of coming to an understanding on the discounts at which alfalfa and prairie hay would be accepted if the quality was below that contracted for, taking No. 1 grade as a basis. For this occasion the following committee was appointed: E. C. Heid, El Paso, Tex.; O. B. Hastings, Cairo, Ill.; Chas. D. Carlisle and J. D. Cole, Kansas City, who with your president met in Mr. Bridge's office on November 15, 1918, and agreed upon the following scale of discounts: Standard alfalfa hay to be accepted at a discount of \$1 per ton below the price of No. 1 grade. No. 2 alfalfa to be accepted at a discount of \$2 to \$3 per ton below No. 1, according to the quality and at the discretion of the Government inspector; No. 2 prairie hay to be accepted at a discount of \$1 to \$2 per ton below the price of No. 1, according to the quality and at the discretion of the Government inspector. These conclusions being agreeable to all members present, our secretary was instructed to promulgate a notice of the same to the members of our Association.

These arrangements continued to be satisfactory to shippers until the early part of the month of April, 1919, when we began to receive complaints from our members that they were not aware that many of their shipments were below the grade contracted for and the agreed upon deductions made until they received voucher in payment for the same—which was in some instances as late as six to eight months after shipment was made, therefore, putting the burden of the loss of these deductions on them. The complaints became so general that we asked for a conference with the commanding officer of the Quartermaster's Department in Chicago, Colonel Kniskern, and by agreement met with him at his office in Chicago, April 17, 1919, with the following members who had made these complaints present: Coleman, New York; Randall, Chicago; Frank Young, Lansing, Mich.; Devlin, Chicago; Gleason, Michigan, and J. L. Wiser,

Toledo. Mr. Bridge was also present at this meeting. However, it developed at this conference that the complaints referred to were on shipment made previous to November 1, 1918, which was before Col. Kniskern became the commanding officer of the forage branch, and all members present agreed that they had no grievance whatever on any shipments made after November 1, 1918. Since that date they were being advised promptly of the arrival of cars that were not of grade contracted for and the deductions at which such shipments were being accepted.

We subsequently decided to ask Col. Kniskern to permit us to submit for his consideration the losses sustained by our members on shipments made prior to November 1, 1918, where such losses accrued on account of deductions having been made and notification of the same not given within a reasonable time, to the end that they should be reimbursed. With this object in view your president called upon Col. Kniskern at Chicago, May 23, 1919, with the following results: Shippers who sold the Government a certain grade of hay and bought the same on such grade and who did not have the hay inspected either officially or by their own representative and who were not notified within a reasonable time that the hay was not of the grade contracted for by the Government; and thereby, on account of the delay in receiving such report, had no recourse on the party from whom they purchased the hay, should be requested to file a statement of such losses with the secretary of the National Hay Association, supported by proper evidence, in which event Col. Kniskern agreed to give such claims consideration. Subsequently, he agreed that where shippers had inspected the hay shipped on contract and the Camp inspection was below the grade contracted for and deduction made accordingly, and they were notified within a reasonable length of time, they should also be reimbursed for deductions made, providing shippers having such claims, when receiving their final payment of 20 per cent, accepted the same under protest.

And now, let us here record our thanks to Geo. S. Bridge, former chief of the Forage Branch, also Col. Kniskern, present commanding officer of the Forage Branch, for their kind and courteous treatment accorded to us in all our dealings with their department. We cannot be too emphatic in stating that on all questions submitted to them for their consideration they always rendered fair, just and impartial decisions and displayed rare and commendable judgment.

The latter part of October, 1918, we received a request from shippers in Phoenix, Ariz., to assist them in organizing the Salt River Valley Hay Association. With that object in view our secretary went to Phoenix, Ariz., October 24, 1918, and assisted in organizing their association and approved their inspectors. He also visited Los Angeles, San Francisco, Salt Lake City and Denver, Colo. On this trip 27 new members were enrolled.

In the early part of December a request was received from the dealers in Sioux City, Iowa, to assist them in organizing a hay exchange. On December 8, 1918, our secretary went there for that purpose and approved their inspectors. On this occasion five new members were enrolled.

We were then receiving numerous requests from Southeastern markets to pay them a visit as a stimulus to secure new members and to approve their inspectors. Having concluded that it was our duty to comply with these requests on March 17, 1919, Mr. Taylor left Winchester, visiting Indianapolis, Louisville, Frankfort and Lexington, Ky., Knoxville, Chattanooga and Memphis, Tenn., Atlanta, Athens, Macon, Savannah and Waycross, Ga., Tampa and Jacksonville, Fla. On this trip 28 new members were enrolled, and the inspectors at Savannah and Jackson were approved.

We were also receiving requests from the dealers in New Orleans and Fort Worth to approve their inspectors. May 19, 1919, our secretary, Mr. Taylor, went to New Orleans, La., and approved two inspectors, and to Fort Worth, Tex., where he approved their inspectors. He also attended the Texas Grain Dealers Convention at Galveston, Tex. On this occasion eight new members were enrolled, thus making the total number of new members taken into our Association on these various occasions 74.

The following markets have adopted our grades: Denver, Seattle, Sioux City, San Antonio, Jacksonville, Fla., New Orleans and Fort Worth. Fourteen inspectors have been approved as follows: Levi Bowker, Sioux City; J. Hammond Brower, Washington; A. K. Callahan, San Antonio; T. J. Davis, Atlanta; T. H. Edmiston, Peoria, Ariz.; J. S. Grosser, New Orleans; C. H. Gilbert, Glendale, Ariz.; J. N. Jagers, Phoenix, Ariz.; Emil J. Joeger, Denver; W. A. McDonald, Mesa, Ariz.; B. F. Machin, New Orleans; J. E. Pitman, Fort Worth; W. P. Smith, Phoenix, Ariz.; J. K. Williams, Jacksonville, Fla. J. N. Jagers' approval has been withdrawn.

About September 1, 1918, we decided to start a campaign to increase our membership, and as an incentive to the members to interest themselves in securing applications, we offered five prizes. The first and second prizes being gold watches; the third, fourth and fifth, watch charms. [The contest closed July 1, 1919, with the awards stated above.]

The success of our organization during the past



year in all its activities and from all points of view, has been beyond all expectation. It should be pleasing to you to know that since our last convention, a year ago, we have enrolled 480 new members, giving us a total membership of 1,592. The recognition accorded us during the past year is conclusive evidence that we have taken a stand among the foremost business organizations of this country, receiving as we now do the highest respect and consideration, not only from our Government officials, but also the Railroad Administration and other organizations. These achievements, we believe, are the result of our having adhered to the high ideals and principles upon which our organization was founded. There is a day coming when those who are engaged in the handling of hay in order to do so successfully, will find it absolutely essential to be affiliated with this organization.

The development of our worthy paper, "The Hay Press," has been highly satisfactory, and the reports of our secretary-treasurer will, no doubt, show commendable and favorable results. The revenue from the same is gradually increasing and the information which it contains being of such an interesting nature each issue is now looked for with eagerness and we have every reason to believe it will continue to grow and soon will be regarded as the most reliable authority on all matters pertaining to the hay interests.

The report of our secretary-treasurer will very likely show some increase in the cost of traveling expenses, but after the foregoing explanation of our activities during the past season, no member will take any exception to these expenditures when the results of the efforts on our behalf are considered.

The first meeting of the Board of Directors was held in Cleveland, Ohio, July 11, 1918, immediately after the close of the convention. Our report shows the various committees appointed and elected at the meeting; also that of J. Vining Taylor was re-elected as secretary-treasurer and Morton Longenecker as assistant. No action was taken at this meeting as to the time and place of our next convention.

The mid-winter meeting of the Board of Directors was dispensed with as there was no important business to transact, but an expression from the members as to the time and place of holding our next convention was arrived at by communicating with each of the same by mail, with the result that July 16, 17 and 18, 1919, were selected as the dates, and Detroit, Mich., the place; and on January 15, 1919, your president and secretary visited Detroit to make arrangements with Hotel Statler for the holding of this convention.

#### Recommendations

That Rule No. 11 of the Arbitration and Investigation Rules should be amended by adding the following: "Except when the said committee holds a session during the time and place of our convention, members shall not be entitled to the compensation provided for in this rule."

That the members of this organization will go on record at these meetings as protesting against Postmaster Burleson's general order No. 2495, regulating telephone charges, effective January 21, 1919.

That the Trade Rules Committee establish a rule governing the proper time necessary for acceptance of a proposition made by a seller who does not specify manner or time of acceptance of the same.

That hereafter the Arbitration Committee should

be composed of six members divided into two committees of three each. Each committee to be assigned to separate locations, such as Middle and Eastern district and Western and Southern district.

Just a few words with reference to my own personal experience during the past year. It has been a year of continued revelation to me, inasmuch as it has revealed the high type of character of the men of this organization. In every instance where they have been called upon to render any service, not one has yet failed me and in all matters of discussion,



KENT KEILHOLTZ AND W. W. CUMMINGS HELPED ENTERTAIN

often when the question at issue affected their personal interest, they displayed such a broad vision as to result in satisfactory conclusions, and my belief is that these men were imbued with the spirit which evidently prompted the following lines to be penned:

When you're forming your opinion  
Do it carefully—go slow,  
Hasty judgments oft are followed  
By regretting—that I know,  
And in argument be careful  
Not too quickly to deride—  
Try to look upon the subject  
From the other fellow's side.

Keep the path your mind would travel  
Broad and open all the way,  
Walk with wisdom's comrade—Caution,  
Heeding all he has to say,  
And no matter what arises,  
Ere against it you have cried,  
Try to look upon the subject  
From the other fellow's side.

A year ago when informed that I had been selected to serve as your executive officer for the year, you will recall these words: "I hope to give you no occasion to regret having done so." Whatever I have done has been what a clear conscience dictated to me was right, partiality was entirely foreign to any of my actions or rulings, and I sincerely trust that no offense has been given to anyone, and let us hope that in these meetings there will be such an intimacy of fellowship that will enable us to return to our homes with a feeling of satisfaction and that it was

well for us to have been present at the convention.

Words cannot express my praise for the efficient service rendered by our secretary, J. Vining Taylor. From my observations I have concluded that the height of his ambition was the success of this Association, and in all my business career I have never come in contact with a man who was so methodical and in love with his work as Mr. Taylor. A visit for a few moments to our office at Winchester, Ind., will convince you that my conclusions are about right. Furthermore, I had no idea that the responsibilities of his position were so great and do not hesitate to say that the success we have had during the past season is due in a large measure to his efforts.

My sincere thanks is here expressed to the members of the Association for having been so loyal in their support and co-operation in our effort to make the present year a success.

Let us hope there will be a full attendance at our meetings. We have an interesting program and we are sure the topics will be handled well.

On motion by Mr. Dean the report was accepted with instructions that it be placed in the hands of the Board of Directors Committee.

Col. H. C. Jones of Baltimore, Md., addressed the convention on the subject "Some Stray Bits from Overseas." He related many incidents of the war in connection with his experience and gave a graphic and interesting account of the days leading up to the signing of the armistice. Of the hay industry he said:

I regret that I cannot make reference of substantial value to the conditions of the grain and hay industries abroad, for the reason that no such industries exist. During the war, what wheat France has raised has been taken by the Government soon as threshed at fixed prices, and the quantities sold by each farmer are insignificant. Forage was handled the same way. The army has taken it all for years on requisition, and the usual method of handling it is to make it up into loose bundles, load it on flat cars, tied down with tarpaulins and haul it directly from the farm to the remount depot or station where it is to be consumed. The middleman does not exist in France at the present time for obvious reasons. Our own army had many horses early in the war, and we imported some of our hay and all of our oats, buying large quantities of straw and hay locally. Horses and mules were, however, very expensive and extremely difficult to keep. During active operations it was not an infrequent occurrence to lose 30 to 40 per cent of a regiment's horse transportation during a fortnight's service in the front lines from exhaustion and shell fire. Motor trucks replaced transport animals, therefore, as fast as they could be obtained, and much of our light artillery even had been motorized toward the last.

And now, in conclusion, let me tell you again how glad I am to be back in the United States. I am glad to have had the privilege of doing my part toward bringing to an end the most awful catastrophe the world has ever witnessed, and am glad it's over. A privilege enhanced by the compensation of the welcome received from old friends, such as those I have had the honor of addressing today.

President Walton announced as the next order of business, the report of the Legislation Commit-



DELEGATES TO THE NATIONAL HAY ASSOCIATION AT DETROIT, MICH.



tee, Alfred Gowling, chairman, of Cincinnati, Ohio.

## REPORT OF LEGISLATIVE COMMITTEE

Mr. Gowling: On behalf of the Legislation Committee I beg to report that there has been no legislation of importance to the Association during last year. I want to say on behalf of the Committee we appreciate the compliment given us last year by appointing us on the Committee.

Dr. H. E. Horton, agricultural commissioner of the American Steel & Wire Company, made an address on "Several Legumes of Hay," in part as follows:

In October we made up our minds the war was to end and we started to take account of the stock of the country as represented in agriculture. It happened to be my fortune to be in the Southern States during the winter. I wasn't in the South very long before I found the great part being played there by something of which we know practically nothing in the North—velvet beans, cow beans. I went all over and gathered all the information I could gather and I wish to say it didn't amount to very much. It wasn't the information that you could invest money in. I returned North and visited Washington and found that while they had an immense amount of materials, there was none that could be put in such shape that you could use it and make anything of it.

The first thing I investigated was cow pea hay, and after working several years with the best equipment, I had to admit so far as the Government publications were concerned I could learn nothing. I gathered all the statistical material, the technical material and the map material that is available on the subject of these hays and I believe there is an opportunity for the National Hay Association to take up this material and study it to their advantage. Now things have changed wonderfully in the last few years and we are fast approaching the time when we have to use the most mechanically perfect tools in our daily business. We have had hays of different sorts—principally timothy—and there is almost a timothy fetish; people think there is nothing but timothy. But timothy robs the soil; it doesn't produce a crop that has great nutritive elements, and why should we worship it? Now these crops I mention furnish the industry that will build up our farm industry and especially build up the dairy industry, and more than that, they enrich the farm so the farmer produces better and richer crops.

Now one thought and I am through and I will leave the rest for you to read and digest at your leisure. About 1909 some work was undertaken that meant a great deal for the world. You take timothy and analyze it and divide it up in carbohydrates and protein matter. The carbohydrates go to make up energy in a man and the protein goes to make up his strength. Our protein supply is growing more expensive. Now the legume hays gives this protein supply at a price we can afford to pay and at a price which is very attractive. For instance cow pea hay can be used at a price that is very fair and quite attractive. It was discovered that peas had a protein value and various crops had a protein value. It was discovered that the protein in corn was not the valuable protein we had thought it; that corn was a weak staff on which to lean; that the protein in wheat was not what we had thought it. That led to the study of protein in different sources. The first experiment was made on calves but these

didn't extend very far. The experiments were then switched to white rats. It was possible in a short time to use the white rat and discover information of value. What was discovered? They found the protein from corn would not give the results expected; the protein from wheat would not; the protein from oats would not. It was discovered that with the addition of a slight amount of milk to the protein diet being fed to white mice the most wonderful results were secured. An animal might be reduced almost to death's door by the protein diet being fed him, then if a small amount of milk was added to this diet the animal was brought to robust health. It was found that a number of the diseases

to commerce in the same way as alfalfa and timothy and other hays with which you are familiar. I am not going to say more because the hour is late, but if you will take the trouble this winter to look over the figures I have collected and the maps I have brought together, I think you can find some way to use this material so that you can make more money in the coming year.

President Walton appointed the following committees before adjournment until the following day:

Nominations—W. A. Cutler, chairman, Adrian, Mich.; R. M. White of Duluth, Minn.; John P. O'Hara of Moravia, N. Y.; Earl Leas of Waterloo, Ind.; Alfred Gowling of Cincinnati, Ohio; H. W. Smith of Fredonia, Kan., and R. B. Clark of Chippewa Falls, Wis.

Resolutions—G. S. Bridge, chairman, Chicago, Ill.; G. W. Crampton of Boston, Mass.; C. M. Rice of Omaha, Neb.; D. H. Dixon of Goldsboro, N. C., and D. B. Wood of Hamilton, Ont., Can.

Board of Directors—M. C. Niezer, chairman, Ft. Wayne, Ind.; T. W. Martin, Atlanta, Ga.; Gustav Herzer, Jr., Baltimore, Md.; W. H. Toberman, St. Louis, Mo., and John Dickson, Pittsburgh, Pa.

Auditing—O. D. Kendrick, chairman, Indianapolis, Ind.; G. W. Daffoe, Sandusky, Mich., and H. S. Lockwood, New York, N. Y.

Credentials—C. F. Morriss, Richmond, Va.; F. E. Hall, Houlton, Me., and Vernon M. Green, Washington, D. C.

## THURSDAY MORNING SESSION

President Walton called the Thursday morning session to order at 9:30 a.m. and C. M. Rice, chairman, gave the report of the state vice-presidents. Mr. Rice said:

The membership of our Association covers an extremely large territory. In reviewing the work for the past year and preparing my report for this assembly, I liken this country to a large and terrific animal whose energy and ambition is realized by the extent to which his appetite is appeased. This comparison seems only more readily applied should you look upon each individual car or shipment as a single corpuscle of blood, and these railroads of our country as the veins of our body, hustling these cars to every portion of the universe.

If you will study carefully the statistics of our forage industry, you will be amazed at its annual volume, then as a progressive industry, or one of the arteries supplying this nation with its vigor, let us impress upon all members the necessity of up-building and strengthening your national organization so that, when our prestige, our influence and our assistance are requested, it can be able and uniformly extended, as was demonstrated during the period when our nation heeded the call of imperiled humanity, and engaged herself in the world's conflict, the outcome of which has resulted in such a victory for the free and liberty loving people of the universe.

In preparing a report of our activity towards supplying the energy for such a large territory, it has become necessary for me to divide it into sections covering 11 districts. Were it not for the sake of brevity a more detailed report from each individual locality may have been furnished, so I trust to have your concurrence in the division as herein outlined.



ON THE UPPER DECK OF THE STEAMER  
Geo. S. Bridge, Charles Walters, M. Freeman

to which humans are heir are due to a deficiency contained in milk. One is Vitamine; another is Soluble A. By the addition of this something added to the diet we get something that will give us results. This means we must develop our dairy industry if we are to continue a great people because the young ones require this milk more than the old ones. We cannot develop the dairy industry unless we develop our legume hays. We have reached 105,000,000 in our population and at the present time we are giving each one 105 gallons per year, but this is not being distributed in a way to benefit the people as a whole. When you have to pay 18 cents a quart for milk you have to shut out a great many people who should have milk. We should produce now 11,000,000,000 of gallons a year. Now legume hays lend themselves



SECTION OF ATTENDANCE AT THE NATIONAL HAY ASSOCIATION MEETING AT DETROIT, MICH.



Mr. Rice then gave the report for the 11 districts with statistical information as to yield and acreage.

On motion by Mr. Pederson of Omaha, Neb., the report was accepted and ordered filed.

E. C. Eikenberry of Camden, Ohio, introduced as an ex-president of the Grain Dealers National Association, then gave a very interesting talk on "Post-War Conditions."

#### REPORT OF COMMITTEE ON TRANSPORTATION

J. H. Devlin of Albert Miller & Co., Chicago, Ill., presented the report of the Committee on Transportation as follows:

In conference with traffic managers of organized hay exchanges and associations the outstanding feature of transportation activities in the past year has been the desire of all to co-operate with our Government in moving hay and feed stuff of every description quickly, load and unloading with the least waste of car hours and working closely with the many interests of the Railroad Administration and a special committee of National Defense of the American Railroad Association. The work of your Committee has therefore been largely passive rather than a series of accomplishments in securing much needed adjustments of inequalities in the situation.

While our country was at war our patriotic desire to hamper in no sense the movement of ammunition and the endless lists of war materials in which there is, of course, included grain, hay and other feedstuffs have prompted us to accept with good grace the many restrictions placed upon the enterprise in which we are all engaged. Most of us had some very decided ideas that under normal times would have been prescribed to the fullest and now that we are officially again at peace with the world, we feel free in stating that as private citizens and hay operators we are not in sympathy with Government control of railroads.

The frequent imposition of limited and broad embargoes probably had some good reason not always apparent on the surface of things. Frequently during the past few years all Western roads over an extended period would be crippled by lack of empty cars. During such times it has been the apparent belief of local agents, and sometimes of the fellows higher up, that even the worst bad order cars were suitable for the loading of hay, such equipment imposing heavy losses on shippers who under the spirit of co-operation above mentioned unwisely loaded the hay into bad order cars. Shippers should insist that they be furnished with cars suitable for the transportation of hay, for by so doing they will avoid loss and damage claims, the collection of which, as we all know, are very tedious and long drawn out affairs. It is also the desire of your Committee to point out the advisability of possessing the accurate scale weights in the loading of hay, so that the same can be used when presenting claims for shortages.

The permit system, largely a Government control measure, has proven very injurious and the cause of a great curtailment of the business of dealers in markets so affected. Fred M. Williams of New York City, in speaking before the New York hay dealers, properly submitted the matter when he said, "The permit system is unjust, unfair, discriminatory and

unlawful. It is injurious and could be avoided if the carriers were practical hay men. It does not carry out the idea of regulations but rather is one of control without regard to consequence." It has been estimated that New York dealers alone suffered a reduction of 25 per cent in their business.

Your Committee, in co-operation with other associations, appeared before the Interstate Commerce Commission at a meeting held in Chicago to consider the reconsigning case. A decision has recently been rendered providing a flat charge of \$2 a car without limitation of time on hay and straw held for inspection. Where cars are held in outer yards for



MR. AND MRS. J. H. DEVLIN, CHICAGO

the convenience of carriers no reconsigning charge will be made.

Your Committee also appeared before the Interstate Commerce Commission with other associations asking for a reduction in the excessive demurrage charges. A recent ruling by the Director General has reduced the charge to go into effect July 20, to \$2 per day for the first four days, after free time; \$5 per day for all time thereafter.

The question of bonds in protecting the carriers on "order notify shipments" of lighterage, the minimum weight proposition and other transportation details peculiar to certain parts of the country have been admirably handled in defense of our interests by Secretary Taylor through the Association office at Winchester, Ind. In his office he maintains very complete and up-to-date tariffs and other transporta-

tion files, which are always available to our membership.

Many local but decidedly important matters have come before your Committee, such as the practice of the terminal carriers of St. Louis requiring shippers to transfer to other cars at their own expense, shipments that were received in defective equipment. This condition was imposed precedent to the rebilling to interstate destination, Ruling 50, ICC-474, redresses such transfer charges.

Your Committee desires to express its appreciation for the valuable assistance given by the different trade papers that have kept us so well posted during the troublesome times through which we have just passed, relative to all transportation matters and especially of the many changes incident to these problems. All of these, and others, through their columns and editorials not only notified of all Administration orders issued for the transportation of hay, but advised as to the best methods to comply with the same.

In concluding I wish to call to the attention of the members of the Association that we are again threatened with an increase in freight rates on hay. I can best place before you the seriousness of this proposal by quoting from an address given recently by our secretary, Mr. Taylor, before the Texas Hay & Grain Dealers. In speaking with reference to the proposed further increase in freight rates he gives a warning of which the National Hay Association, at its present meeting, will do well to take note. Mr. Taylor states as follows:

"Not the least of your troubles in the past have been that of freight rates and I want to voice a solemn warning that you are now standing upon the brink of an abyss threatening your very existence. Freight rates on hay and grain cannot be further increased without the danger of reaching the breaking point—and that may be used in a dual sense—first, the point beyond which the cost of production cannot go and the consequent cessation of shipping, and, secondly, the stagnation of local markets by reason of inability to absorb the supply and the breaking of the grower."

Your Committee strongly advises that the Association, before the close of this convention, take such action as may be necessary to bring before the proper authorities the dire results that will come to the hay trade in general, if any further increase in freight rates is imposed.

On motion by Mr. Stein the report was accepted and ordered filed.

The Association then listened to an address by Dr. John Acheson, president of the Pennsylvania College of Women, Pittsburgh, Pa., on the subject: "America in the New Age," after which an adjournment was taken for luncheon.

#### THURSDAY AFTERNOON SESSION

Immediately following the call to order on Thursday afternoon Rudolph Raabe of Ft. Jennings, Ohio, gave the report of the Arbitration Committee as follows:

Full reports of awards made during the year, together with the detailed report of the secretary on all compromised cases, will be published in the proceedings of the convention. In all there were 248 cases handled, which is more than have been brought to



ANOTHER SECTION OF THE DELEGATES TO THE MEETING OF THE NATIONAL HAY ASSOCIATION



the attention of the secretary in a number of years, if not the largest ever handled.

They were handled as follows: Cases handled by committee, awards rendered, 17; cases withdrawn, 2; cases compromised by the secretary, 13; cases handled by the secretary, paid in full, 11; cases filed, suspended for refusing to abide by decision of committee or to arbitrate, 9; cases now under preparation, 23; cases of minor importance unrecorded, 168; total, 243, less four cases appealed to Board of Directors, leaving net total of 239.

It is with a great deal of pleasure that I submit this report here today. My experience has been great in learning the ways of men. The work has been hard and strenuous for every member of this Committee, but hard work has its pleasant features. Arbitration means rendering of judgment and our Committee did this without any prejudice. I firmly believe we had more work and had more cases to dispose of than any previous committee for a number of years. This we attribute to the abnormal condi-

Many of our controversies the past year have been due to the erratic markets. We all know it is hard to fill a sale when the market has made a sharp advance; and vice versa it is hard to accept hay and straw on a contract when the market has made a sharp decline. But each of us should lay prices aside when it comes to filling our obligations. Morally the committee could see many things which were right and which were wrong, for contracts were apparently made in good faith but not carried out according to trade rules.

It is remarkable to note the very small claims which are brought to the attention of the secretary. We must marvel that some people are willing to sell themselves so cheaply. There is one way to avoid so many cases, and that is, education. I do not mean by this that our members lack knowledge; far be it from this. But I do say that too many of us lack the knowledge of what composes our trade rules. We too often feel that we can use our secretary and his helpers as a collection agency, whereas it would be

the convention on the subject, "Are National Organizations Essential?" Mr. Metcalf spoke of the great good and beneficial results of national organizations and in closing said:

It is a pleasure to be with you and to know your officers. Things are disquieting in this country now, but I am one of those optimists who believe that everything is going to be all right. We might have to pass through the fire but we will be purified by the fire. This country is greater than any political party. America for Americans who will treat each other with justice and truth just as you, gentlemen, of the Hay Association treat each other. I am sorry I cannot speak more, because I am not feeling well. I want to say when the Grain Association meets in St. Louis I hope you will all get there. This Association will not disintegrate: This Association will not perish. Oh, that you might consider the great work that lies before you. Not long ago I had an occasion to go to the Pacific. The train went day and night, day and night. Why my friends the interminable distances in this country are wonderful, but it is going to take business men like you to keep this country and bring it to a still higher standard as a nation among nations, and let me tell you now the one standard for an individual or a society like this, for an institution or a country is the measure of usefulness. Just so long, gentlemen, as you are useful and you are going to be useful to the extent that your individual members realize their duty and no more, your Association will be great. Remember again that the greatness of your Association will be the total of the individual efforts of the membership composing it.

## REPORT OF THE COMMITTEE ON BY-LAWS

The report of the Committee on By-Laws as presented by Charles England of Baltimore, Md., was as follows:

Your Committee on the By-Laws of the Association begs to report that in its opinion there is no immediate reason for a general revision of the rules under which the Association is operating, nor is there any special demand for changes therein; but on the other hand, there is a very general sentiment that frequent or unnecessary changes in the by-laws result in a lack of respect for them.

The president in his report recommended an enlargement of the Arbitration Committee and its division into subcommittees to better handle the ever increasing work imposed upon that Committee. This recommendation will be submitted to the convention by the Committee on the president's report, and is heartily concurred in by this Committee. Should the convention increase the Arbitration Committee certain changes in the Arbitration Rules will be necessary; also the arrangement of fees, but the By-Laws very properly provide that the rules for the conduct of arbitrations shall be prescribed by the Board of Directors, because of changing customs and the necessity that arbitrations be conducted in conformity with existing business conditions.

Col. P. W. Kniskern of the Forage Branch of



MEMBERS OF COMMITTEE ON ARRANGEMENTS

A. S. Dumont, T. W. Swift, R. L. Hughes, P. G. Pierce, W. G. Lichtenberg

tions of our country. However, it is again the same old story as in times past, namely, a lack of the knowledge of our trade rules. It is remarkable that men, when they differ in what they think considerable, are apt to differ in almost everything else. When once a case is brought to the attention of the Arbitration Committee, the parties concerned will no longer have confidence in each other. Their difference begets contradiction and contradiction begets heat and heat rises into rage and ill-will. Then all human judgment is laid aside and men no longer consider their business transactions as sacred, but have only this one contention in mind: they differ in affection as they differ in judgment, and the contention which began in pride ends in anger. Too often cases are brought to the attention of the secretary, where both parties cheerfully submit to and are willing to abide by the action of the committee, but when the award is made, the party against whom the decision is rendered works himself in a heated passion and concludes that he has been wronged and, in fact, makes himself believe that everything else in the Association is wrong and immediately withdraws his membership. By so doing he conclusively tells the members of the Association in general that his motives are selfish and his business principles are confined within the narrow boundary of himself. He deprives himself of the co-operation of the best corps of business men in this country. In fact, the Association is better off without such members: For they see but one side, and that is their own. Such a man is not worthy of the respect and credit of his fellow business men.

Too often the Committee had incomplete cases presented for their consideration, and papers had to be returned for completion or for additional evidence before they could be acted upon intelligently. In my judgment it would be well for every member to thoroughly familiarize himself with our trade rules, and especially so where he is preparing a case for the Arbitration Committee. This would be a great help and it would be much easier taken care of and I firmly believe that many cases would never be presented. Either the plaintiff or defendant would see where he has violated some of the trade rules and he would rather submit to a fair settlement. Men's arguments prove nothing but their wishes. Therefore we should be calm in arguing with our fellow dealer or competitor. Fierceness makes error a fault and truth discourtesy. There is seldom a dispute without passion; and usually from the tone of the evidence submitted you can readily determine the temperament of the individual. Let us, therefore, prepare and present our cases in that good humor with which we would prepare an invoice or an account sales. Retain our old friends, who are as silver, and make new ones, who are as gold. We would then have before us the good old Golden Rule.

far better to settle our little differences and meet each other half way. If we could have more meetings like our conventions, where business can get together and exchange ideas, we would have a better understanding of each other and our mutual relations would be greater. Had the Kaiser had a better understanding of what the young American manhood was composed of, he would have cheerfully submitted to arbitration rather than suffer such terrible defeat. I trust the time will come when all cases of all description are settled by boards of arbitration, rather than by bloodshed. Too often a controversy leads to passion and ill-will and even loss of business.

In all our differences let us consider that we are



W. H. TOBERMAN AND PARTY, ST. LOUIS, MO.

all mortal and that ere long our very memories will be extinguished. If we were a little more inclined to look at life in this way we would not hang to the last straw in order to squeeze the last dollar in any of our controversies. If men would consider not so much wherein they differ as wherein they agree, there would be far greater charity and better feeling in the world.

The Committee wishes to congratulate the secretary and his office help for the courteous treatment and wishes to commend him for the splendid manner in which the Association's business is carried on.

Lee G. Metcalf of Illiopolis, Ill., ex-president of the Grain Dealers National Association, addressed

the Quartermaster's Corps, Chicago, related some of the problems of his department.

## THE PRIZE WINNERS FOR MEMBERSHIPS

D. S. Wright of Weedsport, N. Y., ex-president of the Association, announced the following winners, with prizes given, for securing new members the past year:

C. M. Rice, Omaha, 58 new members, a gold watch; Rudolph Raabe, Ft. Jennings, Ohio, 26 new members, gold watch; J. E. Chicoine, Quebec, Canada, 23 new members, a watch charm; W. A.



Miller, San Francisco, Calif., 13 new members, gold watch charm; H. L. Pennington, North Platte, Neb., a hay bale watch charm.

G. I. Christie, assistant secretary of agriculture, Washington, D. C., delivered one of his instructive addresses on "Agricultural Problems."

#### NEW TRADE RULE

S. L. Rice of Metamora, Ohio, chairman of Trade Rules Committee, offered the following rule which was adopted, to be known as Rule 17: "Unless time is not specifically specified when an offer is made, the time for acceptance of such offer will not be binding at the expiration of 24 hours."

Secretary J. Vining Taylor gave his report, a very thorough review of the year's work.

#### ELECTION OF OFFICERS

R. B. Clark read the report of the Nominating Committee. It presented the following officers who were duly elected:

President, Frank L. Young, Lansing, Mich.; first vice-president, Chas. D. Carlisle, Kansas City, Mo.; second vice-president, Fred M. Williams, New York.

Directors: Samuel Walton, Pittsburgh, Pa.; Geo. S. Bridge, Chicago, Ill.; John E. Collins, Jr., Cincinnati; Harold Pratz, Waterloo, N. Y., and J. E. Chicoine, Vercheres, Que., Can.

#### FRIDAY MORNING SESSION

F. L. Young, chairman of the Grades Committee, opened the Friday morning session with his report as follows:

Your Committee on Grades offers the following report:

First: The retention of those grades which were adopted at the suggestion of the Forage Department, and with the understanding that they remain in effect for one year.

Second: We recommend the continuance of the so-called Washington State Grades, which were adopted by you to be in force for one year.

Third: A grade to be known as No. 1 mixed timothy and wild hay, and a second grade to be known as No. 2 mixed timothy and wild hay—

"No. 1 mixed timothy and wild hay shall contain not less than 50 per cent timothy, the balance to be wild hay, all to be of good color, sound and well baled."

"No. 2 mixed timothy and wild hay shall consist of not less than 25 per cent timothy, the balance to be of wild hay, fair color, sound and well baled."

Fourth: Markets adopting the National Hay Association grades and desiring approval of their inspectors shall request the same of the secretary. No inspector, however, shall be examined and approved

Hay Committee of the New Orleans Board of Trade, and adopted as part of the report of the Grades Committee.

#### Johnson Grass

No. 1—Johnson Hay—Shall be Johnson hay with not more than 20 per cent mixed with native grasses, fine texture, good color, sound and well baled.

No. 2—Not more than one-fourth mixed with other grasses, reasonably fine texture, fair color, sound, well baled.

#### Grades for Rice Straw

No. 1 Rice Straw—Shall be rice straw reasonably clean, sound, dry and well baled.

No. 2—Shall be all other sound rice straw well baled and not fit to grade No. 1.

#### REPORT OF COMMITTEE ON RESOLUTIONS

George S. Bridge, chairman, read the report on Resolutions. It was adopted as follows:

#### Appreciation

This Association today is completing its twenty-sixth assembly. The past year is passing into history of our organization as one of the most prosperous and successful of our existence. Like the year

these state and county agents are performing or attempting to perform the function of middlemen and tradesmen, much to the detriment of such members of these communities as are engaged in the different lines of trade distribution and commerce.

We, as an organization, desire to contend against this tendency on the part of our Government to use the state and county agent or any other public servant as a destroyer of organized and legitimate business.

We, as an organization and as individuals, are and have been ardent supporters of the County Agent idea, with its functions properly applied to the betterment of agriculture, but not as a community disturber or destroyer of legitimate business; therefore, be it

Resolved, That this assembly be placed on record as protesting the present tendency of the Department of Agriculture and suggesting that they confine their energy in other directions rather than to the detriment of a legitimate industry as has been recognized in the profession.

#### On Transportation

Whereas, The members of the National Hay Association are closely identified with the freight trans-



TWENTY-TWO MEMBERS OF THE CINCINNATI PARTY POSE FOR THE CAMERA MAN

preceding, it has been one of exceptional achievement, and likewise very much important work has been accomplished by the Association through the hearty co-operation of its members and especially the untiring efforts of its president; therefore, be it

Resolved, That our most sincere thanks and gratitude be extended to our president, Samuel Walton, for the excellent guidance and untiring effort for this Association during the past year.

Resolved, That this Association extend its thanks and appreciation to its secretary, J. Vining Taylor,

portation of our country and of necessity have to depend upon the transportation facilities in the transaction of their business, and realizing the importance of adequate transportation facilities for the future great progress of our country, we most urgently ask that our Government at Washington develop the established waterways of the Nation, and promote all worthy waterway projects, to the end that our country will have the proper transportation facilities to meet the demand of the business of the nation.

Whereas, The Director General of Railroads seems to be urgent in promulgating another general increase in the cost of transportation over the present charges that seem almost prohibitive in the movement of forage commodities; and,

Whereas, The economic and prompt distribution of forage commodities is necessary to encourage and promote the dairy and live stock industry which is so vital a question in this period of reconstruction; therefore, be it

Resolved, By the National Hay Association that we protest the promulgating of any further increase in the transportation charge of forage products until the absolute necessity for such be more clearly demonstrated.

The new officers of the Association were presented and responded with brief addresses. After invitations had been presented to the convention, as a place for holding the next year's meeting, from Kansas City, St. Paul, New York City, Cincinnati, Ohio, the convention adjourned *sine die*.

#### QUARANTINE AGAINST CEREAL DISEASES

Becoming effective August 15, 1919, regulations absolutely forbidding importations, except under strict supervision, of all species and varieties of wheat, oats and rye, from certain countries, and seed or "paddy" rice, have been promulgated by the Department of Agriculture. The regulations cover wheat, oats and rye "in the raw," uncleaned or unprocessed state from Italy, France, Germany, Belgium, Great Britain, Ireland, India, Japan, Brazil and Australia. This action is taken under the Plant Quarantine Act of August 20, 1912, because of the danger of further introduction in the United States of the cereal diseases known as "Flag Smut" and "Take All." Commercially, this quarantine cuts no figure since normally the grains named are not imported from the countries named.



THE PITTSBURGH DELEGATION WITH EX-PRESIDENT WALTON AT LOWER LEFT

in his home market, he presenting himself at another appointed market for examination.

Fifth: No inspector shall be approved by the National Hay Association who is supported by the fee system.

Sixth: We further recommend that one of the duties of an approved National Association inspector shall be to attend each annual meeting of the Association and that he be held responsible for a proper exhibit of samples of those grades of hay generally handled on his market, those samples to be used for comparison of application and interpretation of the grade rules by the different inspectors and the members of the Association.

The following recommendations on grades were received from Paul R. Kalman, chairman of the

and his able assistant, Morton Longenecker, for the excellent performance of the extremely arduous duties required of them during the past year of our existence.

That this Association acknowledge the achievement of our success through the guidance of our Board of Directors and for their very efficient service and untiring efforts toward the upbuilding and strengthening of our Association.

#### County Agents

Whereas, It has been brought to the attention of the members of the National Hay Association that there seems to be a disposition on the part of the Department of Agriculture to assume an attitude which is apparently being carried down through its various departments in several of our states, whereby



## NEWS LETTERS

### ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

PRICE swings in the St. Louis corn market during the past two weeks have been the most sensational since the war ended, and were only surpassed once or twice while the excited speculation of the actual war period was on. News was such as to turn the trade from a confident bull position to one of gloom and fear; and this resulted in a perpendicular decline in prices of 30 cents a bushel. At the lowest price level, however, developments indicated that the extreme pessimism on the market was largely unwarranted, and a recovery started that very shortly advanced prices 15 to 20 cents, lifted the September option to the highest point on the crop, and restored in a great measure the confidence of the trade that prevailed before the smash came. The break started when the Federal Government moved aggressively to reduce high living costs and announced that civil and criminal suits will be filed against the five big packers. The bearishness also was intensified by President Wilson summoning Federal Wheat Administrator Julius H. Barnes to decide whether the guaranteed price of wheat should be reduced to \$1.50 from \$2.26, and the Government pocket the difference in embursing the farmers. Lowest prices on the decline were touched the day the President consulted with Mr. Barnes, and on that day sentiment was further influenced by demands that the railroads be controlled by Union labor; by railway shopmen's strikes and embargoes on grain shipments in many important distributing centers, and also by extension of the harbor strike in New York, which gave promise of materially interfering with exports. The worm of pessimism turned overnight, however, when President Wilson decided that the price of wheat should not be reduced. This caught short sellers of corn in a "bear trap" when trading opened the next morning, and initial sales were made at advances of 10 cents. Then the rally was carried further by President Wilson's address to Congress on high living costs, in which he suggested that in the end the law of supply and demand must control prices, although at present there is little question but that much of the high prices result from "vicious practices." The return to work, at the President's request, of the striking railway shopmen also improved the situation from the market standpoint; and then the last nail in the "bears' coffins" was driven by the Government crop report for August.

William C. Hilmer, St. Louis representative of Pinchon & Co., Chicago, returned last week from an automobile trip to Boston. Mr. Hilmer, with his wife, made the trip in three weeks, taking it easy all the way. Stops were made at Atlantic City, where Mr. Hilmer encountered William T. Hill, of the J. H. Teasdale Commission Company, one of St. Louis' foremost grain dealers and speculators. Mr. Hill was battling with the waves of the ocean instead of the bulls and bears in the grain pits. He is credited with having been very successful in the corn market recently.

Tilghman H. Bryant, a well-known St. Louis grain man, narrowly escaped a serious accident recently when returning from a ball game in an automobile. In avoiding a truck that suddenly crossed before the automobile Mr. Bryant was forced to turn his machine up on the pavement. Friends in the car with Mr. Bryant were badly shaken up, but no one was injured.

The name of the Hunter-Robinson Milling Company, St. Louis, has been changed to Hunter-Robinson Milling & Grain Company, and in the future efforts will be made to increase the grain and feedstuffs business of the firm. Ward S. Smith, formerly with the J. H. Teasdale Commission Company, has charge of the grain department. A. C. Robinson, president of the company, will continue to handle the feedstuffs business.

A slight delay has taken place in the delivery of the first of the 40 big barges for the Federal Barge Line on the Mississippi River, but its arrival at St. Louis, for its initial trip to New Orleans, is expected any day. The second barge will follow within 10 days or two weeks. Wheat for prospective shipment on the new barges is being received at two elevators, Elevator "B" and the Burlington Elevator, the only local elevators equipped for handling grain to

and from barges. The Burlington Elevator is controlled by the Marshall Hall Grain Company, which has been the largest shipper of grain down the river since the barge line started.

E. C. Andrews, president of the St. Louis, Merchants Exchange, has been named a member of the Executive Committee of the Central Zone organization of the Millers Export Association. Mr. Andrews will represent eastern Missouri and southern Illinois. He was elected at a meeting held in Chicago recently.

Bert H. Lang of the St. Louis office of the U. S. Grain Corporation, issued the following statement of August 6: "Effective today all grain moving to terminals must move under permits. To Seaboard: New York, Baltimore, Philadelphia, New Port News, New Orleans and Galveston individual permits must be secured. If you are shipping to any of these points write your consignee to secure permits for you. Interior terminals in which millers and grain dealers of St. Louis Zone No. 11 are interested, are St. Louis, East St. Louis, Chicago, Kansas City, St. Joseph, Toledo, Cleveland, Cincinnati and Indianapolis. Your local agent acting under instructions of his divisional superintendent, knows just how many cars he may accept daily for those terminals, and if he hasn't that information, please advise us. Wire us your car needs and also wire if you are hampered in getting your grain billed out promptly."

The practice of some millers and flour jobbers in dating sales contracts ahead in order that their buyers can make purchases for longer than 60 days has called forth the following bulletin from the St. Louis office of the Grain Corporation: "Our attention has been called to the fact that some few millers and jobbers are dating their flour contracts 'ahead' in order to give the buyer more than the 60 days' limit. This is clearly in violation. The date of the contract must be the same as the date of the sale. We find that a few jobbers are saying to the retail trade that in the event of a resale price, they will reduce the price on any sales they may have booked to the retailer. The man who does this must assume such reduction at his own risk, for, as per bulletin of July 10, entitled—'Flour Jobbers' Information, No. 3'—we explicitly stated that the agreement jobber would be indemnified only on such flour as he had on hand and had contracted for, less what he owed on unfilled sales."

### LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

LOUISVILLE elevators have been handling a considerable volume of wheat during the past month, most of which is moving along rapidly, although some of it is going on comparatively long storage. One house has over 400,000 bushels of wheat in its bins, which will be held for some time for local milling concerns, most of which are full up. New oats are moving slowly, but should pick up shortly. Some big corn holdings have been sold in western Kentucky lately, but very little of that grain is being handled through Louisville, where corn handlings are comparatively light. There has also been some movement of seed rye through local houses, although Louisville today is consuming no rye whatsoever. Business is fairly good with local elevators as a whole, but is not at all rushing.

Edinger & Co. report a very active business, there being a good demand for hay, a fair milling demand for corn, and a fair demand for oats. Old hay was cleaned out during the month, and buyers were a little afraid of new hay at first, but finally decided that it was good, and movement has been much better. Hot, dry weather has resulted in new hay being of fine quality. O. W. Edinger recently returned from a vacation spent in Michigan, after attending the hay convention.

Storage capacity in Louisville has been increased considerably during the past couple of years and the city today is better equipped to handle grain than in the distilling days when she handled large quantities of corn, rye and barley for that one industry alone. The Thompson elevators that were established just a little more than two years ago have a fairly large capacity, while the Kentucky Public Elevator

Company has had its new plant in operation but a short time. The Goldproof Milling Company has a new small elevator on Fourteenth Street, and the new corn mill and elevator of the Wathen Milling Company, with a storage capacity of 225,000 bushels, has just started operations. The latter company has been storing some wheat this month at a time when its bins were not needed for corn. This company has a fine plant, the mill being arranged on the west side of the mill building, with the east side left open in event it may decide to install another corn unit, or a wheat or rolled oats unit. The company has a capacity of 10,000 bushels of corn daily in its mills.

Since about July 6, Louisville has been handling a heavy volume of wheat, mills having resumed operation about July 10. For a time shipments by trucks and wagons were so heavy that the mills had difficulty in handling road wheat alone, and in some instances held up railroad shipments until local wheat was cared for, as the miller must take care of community wheat first. This year truck wheat came from far back in the country, and came so fast that many concerns were taxed in handling it. The Ballard & Ballard Company ran a screw conveyor from the interior of the mill to a dumping bin at the edge of the sidewalk, weighed the wheat in truckloads, dumped it, and weighed the empty trucks. Formerly the wheat was carried into the mill on hand trams. The temporary equipment proved of great value, and greatly facilitated handling. Permanent equipment will probably be installed before the next wheat crop arrives.

Commissioner of Agriculture Cohen of Kentucky in his agricultural reports has estimated the 1919 wheat crop at 15,000,000 bushels for Kentucky, but grain men claim that bad growing conditions at the end of the season resulted in wheat going to straw, the yield being lower than expected, and much wheat being of No. 3 or worse grade. The crop is not expected to make anything like 15,000,000 bushels, and of that amount a considerable part will be fed instead of marketed, as it is relatively cheaper to feed low grade wheat than to buy high-priced corn for the same purpose. Many farmers are reported to be feeding low grade wheat.

Alfred Brandeis, head of the grain house of A. Brandeis & Son, Louisville, has returned from Washington, after resigning as a dollar-a-year man. Mr. Brandeis had charge of the enforcement work of the Grain Division of the Food Administration, having a force of checkers and auditors who made investigations and saw that rules were complied with.

Manager Dickson of the Kentucky Public Elevator Company, in commenting on conditions said: "We're not handling much corn, but we're active with wheat, and getting some seed rye. Oats are in slow movement, and considering the size of our plant and facilities for handling grain, we can't say that we are being kept at all busy. Indications are for a short corn crop in the district this year, but we should be busy this fall."

Reports coming from Ashland, Ky., and numerous points along the Chesapeake & Ohio Railroad, are to the effect that mills and elevators are crippled in handling wheat, corn and other grains, either in getting supplies in or shipments out, as the C. & O. has been taking no shipments at any points, due to the shopmen's strike. All along the Ohio River reports are being heard relative to shippers investigating possibilities of returning to river transportation in event the strikes are not completely settled, at an early date, but there isn't enough river equipment to handle even a small percentage of former tonnage, as the crafts have rotted out and haven't been replaced. The boats are old and small, such as are in operation. Grain men have been generally worried over the strike, stating that as a result of the congestion and loss of movement there will be steady car shortage and traffic congestion all fall.

Elevators burning coal for fuel, power, etc., are facing a serious car shortage and coal shortage, with prices out of sight. The Kentucky field operators are advancing prices rapidly, and it is believed that conditions will shortly reach a stage where the Government will have to reorganize the Fuel Administration.

Rains in late July saved the corn crop all over the state and in southern Indiana, but August has been a scorcher, and reports from various sections are to the effect that rain is badly needed. Corn crop prospects as a whole are far from being satisfactory to corn handler or farmer.

The Ferncliff Feed & Grain Company, capital \$25,000, has been incorporated by Joseph Schwab, Eugene Schwab, Philip C. Myers and others. The debt limit is \$50,000. The company will manufacture feeds and fertilizers principally.

Millfeed prices have been advancing along with the cost of corn and oats and are out of sight at present due to the fact that Northwestern or spring wheat mills are not operating. Local quotations show bran at \$52; mixed feed, \$60; middlings, \$62, and hominy



feed meal, \$81. Hominy feed will probably continue high, but resumption of operations of Northern mills will result in a sharp break in feed prices, and a stronger flour market. The demand for millfeed is much greater than the supply, therefore the market is strong.

It is reported that Minneapolis flour interests are negotiating for the Bernheim Distillery, formerly operated by the United American Company, a \$450,000 plant, which can be had at a relatively low price. This plant adjoins the plant of the Wathen Milling Company, which also occupies part of a former distillery.

Amos McCampbell, former well known stock and grain broker of Louisville, race horse owner, and at one time vice-president of the Chicago Board of Trade, died at the age of 72 years, at his home in Harrodsburg, Ky., on July 25. Mr. McCampbell had been in bad health for some time, and was bedridden for the past few months. He retired 10 years ago to a home that he had owned for 25 years.

## TOLEDO

H. F. WENDT CORRESPONDENT

A TOLEDO committee, headed by A. B. Newell of the Toledo Terminal as chairman, has been named by the Government as a part of its plan for a Grain Control Commission at all of the primary markets. The other members of the Toledo committee named are J. M. Steenberg of the Pennsylvania, who will be the traffic representative, and R. J. Allyn of the New York Central Lines, the Grain Corporation representative.

The committee met recently in the office of A. B. Newell and completed its organization. An immense amount of grain is moving through Toledo now. In addition the car situation is not favorable. There are many evidences of congestion.

It will be the duty of the Toledo Control Committee to regulate the shipments of grain into Toledo, to distribute cars equitably to the grain carrying roads and to handle any conditions approaching congestion.

County Farm Agent Donnan recently reported that very little wheat in Lucas County was grading No. 1 and few farmers were receiving \$2.25, the highest price set by the Government.

Donnan said that an investigation he made shows that the buyers are giving what the wheat should bring, according to grade, despite complaints that had been received from the farmers that the elevator men in the county were paying low prices.

Much of the wheat, he reported, was found to have been affected by scab. This made the yield much smaller than the farmers had expected.

A committee representing the farmers and grain men at the meeting in Toledo in June recommended prices of \$2.12 to \$2.15 for No. 1 wheat; \$2.09 to \$2.12 for No. 2; \$2.05 to \$2.08 for No. 3; and that wheat grading below No. 3 be "sold on its merits."

It was found that some of the wheat in the county graded lower than No. 3 and brought only \$1.90 per bushel.

Henry Raddatz, member of the Toledo Produce Exchange, has been "nominated for the Hall of Fame" by *The Toledo Blade* because, as the paper continues, "He never gambles on the advance of food; because 'He is a consistent bear wherever he goes and in whatever he does; because

"Once upon a time he bought carloads of flour and distributed it to the city's poor at exactly what it cost him; because

"He laughed at a tender of the nomination for mayor, saying he was too busy minding his own business; because

"When he was 'caught' with two \$60 flight tickets he braved the wrath of the ticket scalpers and invaded their own fields in downtown hotels, shouting out his offer and grinning when the scalpers protested; because

"He made so much noise that the scalpers finally bought the tickets to get rid of him; and because

"He grins when the market comes down to the poor man's pocketbook and fights when it goes up to Rockefeller's."

To effect a readjustment of rates on shipments of grain and grain products from Toledo eastward, a hearing before the Freight Committee of Detroit and Pittsburgh was held in the office of the Commerce Club Traffic Bureau here recently.

Evidence to show that the present reshipping and ex-lake rates are not on a proper percentage basis with market prices of grain was presented by representatives of Toledo grain dealers with those of Detroit and Cleveland.

Reshipping rates apply when Eastbound grain is

transferred from one train to another in Toledo, there being no through rate. Ex-lake rates apply to grain shipped into Toledo by boat and then eastward by train.

It was planned that the testimony would be first passed on by the freight committees and then referred to the Eastern Freight District Committee, which, if it gave approval, would pass it on with recommendation to the U. S. Railroad Administration at Washington.

Welcomes were recently extended by Toledo grain men to Lieutenant Camper of the S. W. Flower Company, and Lieutenant Silva M. Bender, who returned after many months of military service abroad.

About 25 Toledo grain men recently attended a session of the Northwestern Ohio Farmers Co-operative Elevator Association at Defiance, Ohio.

Ernest Kuehn is back.

A cordial welcome has been extended him by his friends "on the floor." He was away for five years answering a different call.

"Many of the trade know him from former years when he was actively connected with Crumbaugh & Kuehn, where he entered business as a partner at about 30 years of age, after making his way up through all the various steps in the seed trade from the time he began as messenger boy with W. H. Morehouse & Co. at 13 years of age," says one To-



ERNEST KUEHN

ledo firm. "The company was later incorporated with the addition of Frank R. Moorman and Wm. R. Hadnett as active members.

"When there are enough letters to go around he writes his name E. W. V. Kuehn, but he's generally known as 'Ernie.'"

## CINCINNATI

CLYDE LEVI CORRESPONDENT

THE walkout of railway shopmen played havoc with the grain business in Cincinnati. This was plainly shown, August 6, when there were only 51 cars of wheat received on the local market. There were nearly 150 cars known to have been enroute to the city, and the majority were to arrive August 5. All grain receipts were light. There were but two cars of corn, six cars of oats and four cars of rye received. Business on the important hay plugging track had to be temporarily suspended, for, instead of the usual large consignments of hay, only two carloads arrived. Including some cars delayed by strike conditions, the movement on wheat again became liberal on August 8, but the volume was inadequate to supply the trade requirements, and many inquiries for good grain remained unfilled. Any kind of grain will sell readily, with premiums for choice heavy quality. Heavy receipts of wheat during July failed to adversely affect the market and prices were not alone fully sustained, but indicative of firmer values under the active demand for good heavy grain of low moisture content from practically all sources.

From irregular conditions with the market steady at well maintained prices early in July, the hay mar-

ket became firmer as the month advanced as a result of active buying by large local feeding interests and prices for new hay of cool and sweet quality were advanced. Toward the end of the month a lagging demand depressed the market and concessions from previous quotations were necessary to stimulate buying during the last week of the month. Both old and new crops were affected with declines of the former closer to the new crop basis. The first few days in August found one of the duller markets experienced by the trade for a long time, due to the almost entire absence of shipping orders. Sharp reductions in price of all kinds made in an endeavor to increase orders failed to stimulate the trade. The declines reported in other markets only increased the depression. With the strike of the railroad shopmen, the market took on a firmer tone as shipments were curtailed, the demand being practically all for local consumption. Though some trouble is experienced in outbound shipments, due to the strike, a continued liberal movement is invited as the trade is fully able to handle all arrivals under present conditions.

The local corn situation towards the close of July was strong with high records for the crop established for all kinds. In the first week of August, the market was firm and higher in sympathy with the option strength, but trading was of small value owing to the light receipts and only fair demand.

Trading in oats was of small volume during the closing days of July owing to the smallness of receipts. Prices were governed largely by option influences, but the market was independently strong with prices the highest of the season, ranging from 79½ to 84½ cents. The arrival of new oats the first week of August brought the market down sharply. At the close of the week a firmer feeling pervaded due to the scarcity of offerings and improving demand.

The barley market continues firm. Rye has dropped sharply. The market on mill feed rules firm.

In order to facilitate the handling of samples drawn by its inspectors, the Exchange has employed extra help and has made the purchase of a one-ton automobile truck. This truck is used to transport samples from the various railroad yards to the Exchange and insures rapid receipt at the testing machines. The Exchange is equipped to test 72 cars per hour. This capacity eliminates any possibility of samples being held over to the next business day for inspection, thereby aiding the farmer in receiving his money with the least possible delay.

Frank F. Collins and family, who have been summering at Grand Lakes, Mich., have returned to Cincinnati.

The following members of the Cincinnati Grain Control Committee were appointed recently: J. A. Morris, terminal manager, chairman; O. S. Lewis, traffic representative, and M. T. Todd, Grain Corporation representative.

The United States Grain Corporation endeavored to locate public warehouses for the storage of this season's grain crop. Requests were made of the Chamber of Commerce to list all public grain elevators, but as there are no public grain elevators in Cincinnati, none of the surplus crop will go into storage in this city.

The Cincinnati Grain & Hay Company have joined with other concerns in the suit against the T. Lindsey Coal Company of Middlesboro, Ky., seeking to have the latter declared insolvent and bankrupt. Petitioners say the aggregate indebtedness to them is \$676, and that the defendant company owes sums in excess of \$1,000.

A decided sensation was created among Cincinnati grain dealers and members of the Grain and Hay Exchange August 5, when it was found that an embargo had been placed upon grain shipments into the city, and a hurried investigation resulted in finding that the embargo had been placed by the error of a clerk and it was hurriedly lifted. Under a ruling of the Grain Control Committee Cincinnati is entitled to receive 150 carloads of wheat a day. Monday, August 4, 147 cars of wheat arrived in the city and was sold and a large part of it shipped elsewhere. On August 5 but 37 carloads of wheat were delivered by railroads, while the inspection service was ready to examine the full complement. Grain merchants who had sold "due to arrive" carload lots were anxious and insistent that their cars should be in. An investigation was started and inquiry showed that a railroad clerk, through an error, had sent telegraphic word throughout the country of an embargo on wheat at Cincinnati. Members of the Exchange were perplexed. Wheat was wanted and for several hours consternation reigned. With grain men insistent, railroad officials became busy and before the day was over had practically adjusted matters. The Grain and Hay Exchange, in an effort to guard against a



# THE AMERICAN ELEVATOR AND GRAIN TRADE

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repetition of the affair, sent broadcast the following message: "Should your agent refuse to furnish cars for prompt movement of wheat to Cincinnati, instruct him to wire his superintendent for correct understanding of the blanket permit system."

George A. Root has returned from a three weeks' tour of the Northwest, spending the time mostly in Duluth, where the weather was delightful, but in other sections he says the drought has had the effect to burn most of the grass in many localities.

Harry E. Frazer is out after a six weeks' confinement from a malarial attack. All the members of the trade are congratulating him upon his recovery.

Joseph F. Costello, who had been ill for some time, is spending a six weeks' vacation at Manitou Springs, Colo. With him are his sister-in-law, Mrs. C. B. Thomas, and his niece, Miss Alice Hake, of Amelia, Ohio.

Dan B. Granger had as his guest recently at the Grain and Hay Exchange, Theodore W. Martin of Atlanta, Ga. Harry Brouse introduced E. C. Price of Richmond, Ind., at a recent session of the Grain and Hay Exchange.

R. P. Johnson, Knoxville, Tenn., and John Tracy, Clarksburg, W. Va., were visitors July 15 at the Grain and Hay Exchange.

Mandates of the United States Supreme Court reversing the judgment of United States District Judge Hollister, who sustained the demurrers to the indictments against August Ferger, Thomas M. Dugan and Robert H. Rasch, former officials of the Ferger Grain Company, have been filed in the United States District Court by District Attorney Bolin. The defendants are charged with having forged bills of lading in violation of the interstate commerce laws. The trial will probably be held in October.

Charles S. Maguire, for half a century engaged in the local grain trade, celebrated his seventy-eighth birthday anniversary August 6. At the Grain and Hay Exchange he received a royal reception with congratulations from each member. Mr. Maguire distributed cigars.

R. D. Sparks, Alton, Ill., James Gaillaume, Hamilton, Ohio, C. J. Bristol, Chattanooga, Tenn., and Charles Westermann, Omaha, were recent visitors at the Grain and Hay Exchange.

The Hessian fly, most troublesome of wheat insects, is becoming more and more dangerous, according to W. E. Stone, Hamilton County Agricultural Agent. A survey of the state shows that the damage by the Hessian fly increased from 1 per cent in 1918 to 10 per cent this year in the western part of Ohio, including Hamilton County.

D. J. Schuh, secretary of the Grain and Hay Exchange of Cincinnati and former secretary to Rear Admiral Ross during the great war, represented and spoke in behalf of the navy at a mass meeting of former service men at the Emory Auditorium July 17. The Robert E. Bentley Post, No. 1, of the American Legion has been organized here with Mr. Schuh as temporary vice-commander.

Ohio's wheat crop is a big disappointment as to quality and does not measure up to the July 1 forecast as to yield, according to threshing reports received by V. S. Davis, head of the State Bureau of Markets. While the last crop report told of smut and other damage and made reductions for it, the real extent of the injury was not known until after the threshing was well under way. Very little No. 1 wheat is found anywhere in the state, Davis's reports show, while more than half the yield is No. 3 or better. Last year 10 to 50 per cent was No. 1 while only 10 to 15 per cent fell below No. 3. The yield in point of bushels is the biggest ever, Davis says, but it will not reach the predicted 54,000,000 bushels.

Reports from Marion, Ohio, report the storm of July 13 did considerable damage to corn and oats crops in Marion County.

A fairly good yield of wheat, although one not nearly as heavy as was hoped for a month ago, will be obtained in Wayne County, Ind., Preble County, Ohio, and surrounding territory, according to reports. The yield runs between 12 and 25 bushels to the acre. Much of the wheat from that district thus far has tested No. 2, with some No. 1 and considerable No. 3. The number of crop pests this spring was unusually large.

Wherever there was a good wheat crop this year, and that was nearly all over Ohio, there is complaint of a car shortage. This was estimated by the secretary of the Grain Dealers Association of Columbus to be at least 1,000 cars. The Public Utilities Commission has been requested to give some relief if possible. The commission has asked H. A. Worces-

ter, Federal Director of the Ohio-Indiana district, Cincinnati, to co-operate in giving relief, and it has also asked Walker D. Hines, Director General, about the trouble. The strike of rail employees in the Ohio district further complicated matters. In many communities it was reported that threshing machines had ceased activities because the elevators were loaded up with wheat and cannot take any more.

Reports of damage to corn fields, alfalfa fields, young clover and the seed crops of the older clover, caused by grasshoppers in the vicinity of Chillicothe, Ohio, have been received.

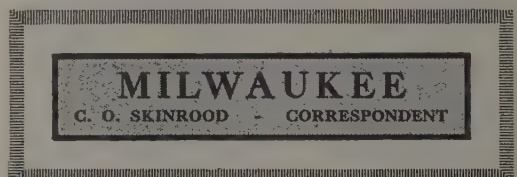
The first purchase of a grain elevator made by a farmers' organization was made July 18, when the Anna Farmers' Exchange Company, recently incorporated at the Ohio village of Anna, purchased the Anna Grain Company for \$17,500. The officers of the new company are: George Becher, president; D. W. Brachney, secretary; board of directors: George R. Fogt, W. R. Wenger, Lee Baker, Homer Bell, Clarence Hagelbargers, S. E. Pfadt and James Sinder.

William T. B. Walsh, telegraph operator in the offices of E. W. Wagner, Cincinnati grain broker, and Miss Gertrude Birkenmaier were married recently.

The consensus among the meat packers of Cincinnati is that the price of wheat as fixed by the Federal Government is the principal cause of the present high prices of foodstuffs, which they deemed artificial and far beyond the figure they would have reached if left to the normal law of supply and demand.

Fire of unknown origin destroyed a grain elevator and 5,000 bushels of wheat owned by Grant Campbell at Fairview, Ohio.

Referee in Bankruptcy Frank M. Krapp, Springfield, Ohio, in United States District Court at Cincinnati, has filed his final records closing the case of May Burns, grain elevator owner of Springfield. May Burns' liabilities totaled \$10,248 and the assets realized amounted to \$5,610. Unsecured creditors received \$4,874 on claims totaling \$9,196.51.



SECRETARY Harry Plumb of the Chamber of Commerce is busy these days preparing for the visit of a German submarine to the city. Mr. Plumb is a member of the committee arranging the plans by which thousands of people of Wisconsin had a chance to see a German U-boat just as it operated during the war. The U-boat was moored near the main street of the city, Grand Avenue, and several hundred people were allowed to go aboard the interesting ship each hour. The U-boat accompaniment of two destroyers added further interest to the event.

Milwaukee grain men are always interested in the first cars of the season. The first car of new wheat graded No. 2 hard and came from Humboldt, Ill. The moisture content was 13.4 per cent moisture; test weight was 59.5 pounds. The car sold at \$2.40 a bushel, which was 17 cents better than basic price.

The August rate of interest on advances has been determined by the Finance Committee of the Chamber of Commerce at 7 per cent, the rate which has prevailed for a number of months.

Milwaukee flour stocks are a little larger than usual with more than 35,000 barrels August 1 as compared with 23,000 a month ago and 14,000 barrels a year ago. Two years ago the stock on August 1 was 13,000 barrels. In 1916, before America entered the war, the total stocks were 102,000 barrels, including a larger figure before the war scarcity of all cereal supplies became acute.

The Milwaukee Chamber of Commerce is co-operating with the Association of Commerce to find out just what is the matter with the Federal mail service. For months complaints have been made about slow mail service, a matter which is of vital importance to the grain men of the city.

President Harry M. Stratton appointed the following committee for the grain men to go into the subject thoroughly: Wallace M. Bell of the Wallace M. Bell Company; Lyman G. Bournique, of Taylor and Bournique; Hugo Stolley, of Henry Rang & Co.; and Linus J. Beck, of the E. P. Bacon Company. The postmaster of Milwaukee is showing the grain men just how the service operates by inviting them to the office to see the handling of mail in rush hours. The postmaster hopes to show the grain men how to help him in avoiding adding to the rush service by mailing

at the right time of day and by suggesting other methods of improving the service. Milwaukee hopes to get prompter mail service out of this investigation by the leading grain men of the city.

Probably few of the grain men of the West realize what the Wisconsin College of Agriculture is doing to help along the science of agriculture. The station has developed a new variety of corn, the No. 25, which matures in 100 crop days. If corn is planted by May 20 in Wisconsin, that means that the crop is safe from frost before September 1. The stand of this corn at the experiment station at Spooner, Wis., is now more than 10 feet high and one of the most luxuriant fields ever seen in this state. Last year this corn not only matured early but it yielded better than 60 bushels to the acre.

Wisconsin scientists at the College of Agriculture have also raised the soy bean on light sandy soil without a single crop failure since 1906 when the experiment started. The soy bean is the only crop which has been able to weather through despite the light sands in which it was planted. The soy bean has been yielding 28 bushels to the acre, an exceptionally good yield for the light sand soils. E. J. Delwiche is the agronomist in charge of the work.

R. E. Vaughan is the expert at the College of Agriculture who is fighting the grain diseases with all his power. He has found a few instances of corn root rot in the state, but not enough to damage the crop particularly. Dwarfing of corn plants, he says, is one of the best signs of root rot.

There will be little rust found in wheat, according to Prof. Vaughan, because of the strenuous campaign in Wisconsin to treat the seed wheat. The mild winter and the wet May, together with high temperatures and the lack of total elimination of the barberry, made this a very favorable season for the production of rust. But despite all these adverse conditions, Mr. Vaughan finds that the rust will not very materially damage the crop in this state. Oats were not hurt much by early blight and there is little evidence of barley stripe, but there is about as much ergot in rye as usual, he declares.

Milwaukee brewers are again in the ring making beer at a merry clip. The 2 3/4 per cent beer is being sold openly in all parts of the city and it is believed that about 1,500 saloons will be re-licensed as compared with more than 1,800 saloons before the dry wave went into effect. This means that there will be almost the usual demand for grains used in brewing. For a time practically all the saloons were closed, but the word went out that brewing was safe and there was a mad scramble to get licenses again at the city hall before the time limit expired. The saloon men pay \$200 a year and if they do not operate the full fiscal year, a portion of the license money will be refunded again.

The resumption of beer making in Milwaukee on an extensive scale means a most satisfactory barley market in this city for the coming fall and winter. It is expected that the saloons will be going until January, when the prohibition amendment to the United States constitution goes into effect.

Milwaukee grain men were much elated by the announcement of the officials of the United States Shipping Board that some 25 ships would be assigned to the work of carrying goods direct from the Great Lakes ports to Europe, going to the Allied countries and the central powers as well. It was generally believed that this would mean an enormous grain trade for Milwaukee because this city is the logical grain exporting point for the entire Middle West. The plan is to load the ships in part in Lake Michigan and finish the loading in the St. Lawrence River, so that the vessels will not take too heavy a draught through the canals on the route.

The general plan is to take ships now being built at Wisconsin ship yards and assign them to carry shipping direct to Europe. However, the ships have not been delivered due to strikes and other delays at the yards and it is believed that the service may not be in full working order before next spring.

Several shipments of flour have been made direct to Europe from Milwaukee earlier this summer, so it is known that the plan is fully feasible and practical.

According to present information the rates on the new vessel routes direct to Europe will be much less than rail, or lake and rail rates to the East. This will be the big incentive for the development of the new service.

According to figures recently compiled, the Milwaukee elevator capacity is now more than 20,000,000 bushels. This means that the city has the facilities to take care of an enormous run of grain this fall. Heavy receipts in all lines are looked for at the Milwaukee market.

Milwaukee grain men are strongly in favor of returning the railroads to the private investors as shown by the vote of the referendum of the Chamber of Commerce of the United States. This plan would provide for careful regulation of the railroads by Government authority, but would still leave them in private hands and under private operation. Grain men



here will vigorously oppose any plan to have the rail brotherhoods force the Government to purchase all the lines. The plan also provides for general remedial railroad legislation before the railroads are turned back to private control again, so that the lessons of Government control shall not go unheeded.

Announcement has been made by Milwaukee grain men that no permits are needed to ship grain from country points to Milwaukee. Permits, however, are required when grain is to be shipped from one primary market to another.

The grain in store in Milwaukee at the close of business on August 2 was 14,000 bushels of wheat, 86,000 bushels of corn, 833,000 bushels of oats, 280,000 bushels of barley and 222,000 bushels of rye, in round numbers. Only in oats, barley and rye is there a fairly large storage at this time.

Records for rapid loading of ships with grain are said to have been broken recently at Milwaukee. About 60,000 bushels were put on board the *Otto M. Reiss* at Elevator "A" and later the steamer was shifted to the Updike Elevator, where 300,000 bushels more were added to the cargo. About seven hours and twenty minutes was the actual time for the loading of cargo after time was taken out for the shifting of the vessel from one slip to another.

Plans are being made for the inauguration soon of the new shipping company service via the Chicago, Milwaukee and Indiana City Line, which will enable shippers to route to Michigan City and Indiana Harbor instead of going through the congestion of Chicago, which Milwaukee shippers try to avoid as much as possible.

The Wisconsin Traffic League, to which members of the Chamber of Commerce are attached, is fighting the strict limitation of the long and short haul rule. The argument is made that length of haul is only one of the many factors which have to be taken into consideration in the fixing of a just rate. It is declared that the strict long and short haul rate as to distance would do irreparable harm to the business of the country. The protest of shipping men is against a bill which has been introduced into congress and which it is hoped will not be passed so as to change the present rate structure.

Local buyers of barley are paying high premiums for heavy old malting barley. New barley has been coming in light weight and is somewhat unsuited for industrial purposes. There has been a strong preference for the old barley as being of a little better quality than the new crop.

Milwaukee is maintaining its strong lead as one of the biggest oats markets of the country. On the new crop since August 1 the receipts at Milwaukee have been over 1,300,000 bushels, which was as large an amount as Minneapolis, Omaha, St. Louis and Kansas City had, combined. The Chicago market still leads the country in oats receipts with more than 2,300,000 bushels in the same period. Milwaukee is now by far the second largest oats primary market in the country. High prices paid for the grain here are said by grain men to be the magnet which is drawing such a large amount of the oats to this market.

The grain receipts at Milwaukee were cut down very materially because of the strike of the railroad shopmen, but it is expected that within a few days at most the situation will be normal again. Milwaukee shopmen to this date have persisted in their determination to strike.

## INDIANAPOLIS

MURRAY E. CRAIN - CORRESPONDENT

JULY was the biggest month in the history of the local Board of Trade as far as receipts were concerned, 2,415 cars of wheat and enough of other grain to bring the total number of cars to 3,939 being handled. The previous largest number of cars of wheat taken care of was 2,191 in August, 1918. In July, 1918, 1,949 cars were received by the Board, a 20 per cent increase being registered this year. While wheat was of course the leading line, corn receipts were heavy, being closely followed by oats, which began moving in some strength.

Wheat receipts slumped in August and thus far indications are that the month will show a decrease in comparison with the same period in 1918. The loss, however, is due to a car shortage, and not to any relaxation in business. Oats are coming in fairly well, despite the lack of rolling stock. The crop is regarded as fair, both in yield to the acre and quality. The latter can hardly be compared to that of last year, which brought a bumper crop to Indiana

and Illinois. The quality, however, is good, though the weight to the measured bushel is a bit below expectations.

About the same is true of wheat which passed through the inspection department of the Board of Trade and the Federal Inspection Bureau here. Of tests made in July by the Federal branch, but 38 per cent was No. 2, against 80 per cent a year ago. Bad weather just before the harvest, with some blight and scab, are held responsible. Weight and solidity seem to be lacking in much wheat, though everything considered, the crop is fair. Oats grading No. 3 is frequent. As indicated, it is running light in test weight, not reaching the quality which featured the crop of last year.

Indianapolis has continued to hold its leadership as the biggest track re-consigning market in the world. Sixty per cent of grain which has come into this market is re-consigned on the track, the largest part of the remainder being consumed by the local mills. Brokers are reaping a harvest, and much of the wheat coming in is passed on through the market.

In this connection, some uneasiness is felt here over the fact that the Chesapeake & Ohio Railroad has laid an embargo on grain. That fact developed when the Baltimore & Ohio accepted three carloads for Newport News, but ran into the embargo at Cincinnati, where the C. & O. was to take the grain over. Labor trouble is believed to have crippled the C. & O. Whether it will spread to other roads is a question, though many traffic experts believe the Government will take steps to prevent a serious tie-up at this time. The action of the C. & O. is not serious in itself, as other roads to the East are still taking business.

W. H. Howard, secretary of the Board of Trade, has announced that he and Edward B. Roth, president of the Board, will forego the National meeting at St. Louis this year, having been compelled to choose between it and an unusual meeting at Atlantic City, to be held during the week beginning September 29. Missions from practically every country represented by the Allies in the war will be in Atlantic City at the time for a business conference with American representatives of various organizations. The big gathering will be held under the auspices of the Chamber of Commerce of the United States. The officers of the Board will attend the sessions and report back to the organization any matters of interest to the trade which may be discussed. Mr. Howard, who has not yet taken his annual vacation, will spend a few days in the East following the meeting. He will be accompanied by Mrs. Howard.

William Chrestle, local representative of the Ballard & Ballard Company, Louisville millers, has taken a membership in the Board of Trade, his application being favorably received.

The permit system, which took effect August 1, caused some fast work by L. E. Banta, traffic manager of the Board of Trade. Notification of the change was not received until July 31, and it was necessary to strain every facility in order to notify members and their correspondents. A week or 10 days were required to get the new system into smooth working order. Mr. Banta likes the new method, which was devised to meet car requirements, as well as to keep the Grain Corporation informed as to the disposition of the wheat yield. The present car allowance for Indianapolis is 200 weekly, to be sub-divided among the various lines entering the city. This figure is slightly under requirements, but Mr. Banta will be satisfied if that number is forthcoming.

Grain men may as well reconcile themselves to a flat increase in freight rates, according to Mr. Banta, who is in close touch with the railroads and their troubles.

"The Government is pledged to turn the roads back to their proper owners in as good condition as they were received," explained Mr. Banta. "The present labor troubles probably will be headed off by a compromise, which means a wage increase for the men. It indicates in turn that the railroads, already in bad shape financially, must have more money, and have it quick. That is easy enough for the Railroad Administration to get, and it probably will get it before control is shifted and the Interstate Commerce Commission climbs back on its throne. A rate increase with the I. C. C. in power would take months. The railroads can't wait, so the trade may as well get ready to pay a 15 or 20 per cent increase."

Indianapolis grain men were not interested in the big rate hearing held in Chicago recently. Rate troubles in this section of the country ended about five years ago, though adjustments have been made at times. The tariff on grain is delicately and satisfactorily adjusted at present, and every market in the Middle West has a fair chance at business under existing rates.

The car shortage has caused a number of elevators in Indiana to close down altogether, according to an announcement by Charles B. Riley, secretary of the Indiana Grain Dealers Association. Unless relief comes quickly, others must take the same action.

Rush County is one of the sufferers. The elevator at Homer, Ind., has received just one car this season. The Hutchinson Elevator at Arlington, Ind., closed, after the owner, Elmer Hutchinson, had apportioned out space to the various threshers in that section, dividing his capacity equally. Elevators at Carthage, Ind., were assisted by the Carthage Board & Paper Company, which released some rolling stock to the grain men.

## BUFFALO

ELMER M. HILL - CORRESPONDENT

WHAT is believed to have been a dust explosion wrecked the Canadian Government Grain Elevator at Port Colborne, Ont., 20 miles from Buffalo August 9 with a loss of nine lives. The financial loss to the Government through the destruction of the elevator and the grain it held is estimated at almost \$1,500,000. The elevator had a capacity for 2,500,000 bushels. The grain barge *Quebec* which was discharging her cargo of grain at the elevator was buried under a pile of wreckage.

The Canadian Government started an investigation into the tragedy within a few hours after it received official notice of the explosion. J. A. Jamieson of Montreal, Canada, the architect, who designed the structure, will conduct the inquiry with the aid of Canadian Government agents in Toronto, Welland and Port Colborne.

W. F. Fawcett, general manager of the elevator, believes that a large part of the 500,000 bushels of grain in the structure can be salvaged. The outside concrete walls of the elevator are standing but the interior of the concrete structure is a wreck. Concrete blocks were tossed high into the air and large sections of concrete were hurled a distance of 50 to 75 feet into the harbor channel.

Unofficial statements made by elevator officials and Government agents who investigated the ruins say the explosion was undoubtedly caused by a dust explosion. At the time of the explosion a force of men had just quit doing some repair work in the upper part of the elevator, but Manager Fawcett said that the work they had been doing would not have been in the least responsible for the disastrous explosion.

The office building, situated some 50 feet from the main elevator building, was buried under tons of debris. The office force had all stopped work for the day, being Saturday, a half holiday, so that no one was in the office at the time of the blast. Three of those who were killed were employed on the grain barge *Quebec* which was wrecked and the others who were killed or died later were elevator employees.

The concussion shook the city of Port Colborne and shattered windows in homes a mile from the disaster. The plant of the Maple Leaf Milling Company, adjoining the Government grain elevator, was somewhat damaged and workmen standing in exposed places were knocked down by the force of the blast.

The wrecked elevator was one of the finest on the Great Lakes. It was built by the Government a few years ago and had a capacity for 2,500,000 bushels of grain. All of the interior equipment is wrecked. The elevator had the most modern unloading devices and it was generally reported in elevator and grain circles at Buffalo that the structure could unload boats the fastest of any elevator on the lower lakes.

The Government cannot rebuild the structure this year. The ruling of the Government which places a ban on the movement of Canadian grain through American lower lake ports will mean an almost irreparable handicap to the Canadian grain industry.

The elevator handled almost all of the Canadian grain for export by transferring it from the largest lake freighters to canal-size boats to be shipped via the Welland Canal to Montreal for export. Of course, there is still some elevator space at Port Colborne but the destruction of the Government's largest elevator at Port Colborne will cripple the fast movement of grain through Canada this fall.

The large frame grain elevator of Grigg Bros. in Lockport is rapidly nearing completion. The framework is up and the bins are completed, but the outside steel covering has not been placed on the structure. The elevator is 60 feet high and will have a capacity for approximately 10,000 bushels of grain.

Robert L. Nixon of Washington, specialist in grain and warehousing; A. H. Fast and Stanley G. Hilton, Federal investigators from Washington, met with Buffalo grain and elevator men, members of the Buffalo Corn Exchange, at the Hotel Statler late last month, and discussed proposed rules and regulations relative to the Warehouse Act, issued by the Secretary of Agriculture. With the Buffalo meeting, hearings on the proposed rules and regulations were held in 15 cities, preliminary to the final hearings which were held in Washington. Suggestions were received from the grain men and the most practicable of them



were submitted to the Secretary of Agriculture at the Washington hearings.

Explaining the proposed rules to the local grain men, Mr. Nixon said, "We want to place our warehouses on the same high plane as is the national banking system. In a few years we hope to see buyers accepting warehouse receipts and certificates without question, just as they would accept a national bank note at its face value. We want these receipts to be so reliable that anyone buying grain or other foodstuffs will know that he will get just what the receipt calls for, and it will not be necessary for him even to inspect the grain he buys."

George J. Meyer, head of the grain and malting firm which bore his name, died last month after a long illness. Mr. Meyer was postmaster of Buffalo. He had been engaged in the grain and malting business all of his life and organized the G. J. Meyer Malting Company about a dozen years ago. A new firm known as the George J. Meyer Malt & Grain Corporation has been incorporated under the laws of the state of New York for \$800,000 to carry on the business. The incorporators are: George H. Meyer, Leo P. Meyer and E. J. Meyer. The new corporation will take over all of the assets and business interests of the George J. Meyer Malting Corporation in Niagara Street. The company owns and operates a large grain elevator in connection with its malting properties.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE Kansas City office of the Food Administration Grain Corporation had bought no wheat on the open market up to August 6, but expected to receive some in a few days if prices stayed around the guaranteed level. A liberal amount was taken on warehouse receipts and five cars were received on consignment.

The Board of Trade is enlarging its press quarters in the Exchange Room. Eight publications have 15 representatives there.

The Kansas City wheat market has never enjoyed a broader and more active demand for wheat than prevailed last month. After a little hesitancy at the start, millers became reconciled to big premiums for wheat, at least for the dark and hard varieties, and began buying on a lavish scale. Reports of a scarcity of good wheat in the Southwest, together with claims of reduced yields, especially in the Northwest, stimulated demand strongly. The number of mills in the East and Northwest that bought wheat here was bigger than ever before. It was a curious anomaly that the market should advance to its highest point when receipts were establishing a new high record. Demand fell off abruptly, however, when the proposed plan of reselling wheat at about 75 cents a bushel under the guaranteed basis was announced, all buyers limiting their purchases to immediate needs.

Total deliveries on July contracts at Kansas City were 194,000 bushels of corn and 88,000 bushels of oats.

An amendment to the rules of the Kansas City Board of Trade, making permanent the present commission rates for handling wheat on consignment and shipping orders, was adopted July 19. The rates are 1 per cent of the selling price on consignments with a minimum charge of 1 cent a bushel. Between members the charge is  $\frac{3}{4}$  of 1 per cent, with the minimum  $\frac{1}{2}$  cent a bushel, except that for buying and selling on orders the minimum is  $1\frac{1}{4}$  cents a bushel.

During the early movement of wheat when premiums were high, low grades were substantially cheaper than corn in the Southern States, Texas especially. Several Kansas City shippers with trade in that territory reported that feeding of wheat had become so extensive as to cause a diminished demand for corn here. New corn is now available in Texas and has restored the situation to about normal. Samples of new Southern corn received at Kansas City were of excellent quality.

Complaint of the poor quality of the Southwestern wheat was not verified by the initial arrivals at Kansas City. From figures supplied by the Missouri and Kansas State Grain Inspection Departments, it was shown that the bulk of the arrivals were No. 2 or better, with only a normal per cent of No. 3 grades and an insignificant proportion of No. 4, No. 5, and sample. Numerous country advices said farmers were holding their good wheat and selling their poorest, but figures did not bear this out and grain dealers were inclined to doubt if farmers were familiar enough with grain standards to do this. Mois-

ture content of the new wheat has been high and test weights low in scattered cases, but the big part of the first arrivals at primary markets has been of good milling quality. The *Weekly Kansas City Star*, and the *Daily Star*, to some extent, have been active and at times bitter against what it terms the unjust discrimination against farmers, who it was claimed, did not receive the proper per cent of the ultimate value of the wheat. Defects in the grading system were generally blamed. Governor Allen of Kansas was behind the movement and the whole affair had a strong political flavor, on his part at least.

Elevator operators and union labor representatives held unusually long discussions when the time for the renewal of yearly contracts came up. Wage increases were agreed upon readily, the bulk of the men who had been receiving about 50 cents an hour getting an increase of 10 cents and others in proportion. Numerous privileges were asked by labor officials which the elevators have not yet granted, among them the right of officials to confer with men while they were on duty. Two shifts were provided for and employees asked that the older men be allowed to work on both and draw time and a half for the second period.

Edgar H. Sullivan, representative of the Hodgson-Davis Grain Company in the carlot market, has been elected a member of the Kansas City Board of Trade on transfer from R. E. Kidder, former miller. The consideration was \$13,500. George L. Davis, formerly with the Root Grain Company, has bought the membership of N. J. Simonds of the Simonds-Shields-Lonsdale Grain Company for the same price and has organized the Hunt-Davis Grain Company with B. B. Hunt, a miller of Pleasant Hill, Mo.

Unrest among railroad employees had not caused serious inconvenience to grain handlers at Kansas City up to August 6, though elevators and railroads had found it necessary to impose small restrictions. It was freely predicted that if strikes became more serious the movement of grain to and from Kansas City would be seriously handicapped and the delay caused thus far will probably result in a substantially smaller movement from the country up to the middle of August.

The institution of the blanket permit system of moving wheat to and from terminal markets, effective August 1, had no immediate effect on the situation at Kansas City. A grain control committee, consisting of H. E. Heller and W. M. Corbett of the Railroad Administration and R. E. Peters of the Food Administration, was named. After checking up conditions in local railroad yards and elevators, with the help of the Board of Trade Transportation Committee, it was decided a liberal policy could be followed in making allotments of cars to railroads as there was no congestion yet. Railroads therefore are receiving as many cars as they want. Yards are crowded but not congested and elevators are busy but still able to meet all requirements.

During the early movement of new wheat when premiums of 1 to 3 cents were quoted for red wheat, elevators bought freely and by mixing and cleaning the grain were able to deliver substantial quantities to the Government on warehouse receipts at small profits. They also bought a little in the country at slightly lower prices than the Kansas City carlot market. Up to the first of August the Grain Corporation had received about a million bushels of red wheat in this manner. No hard wheat was included as the fancy premiums prevented their trading in it. By tendering the red wheat elevators assured themselves of the carrying charges and a number indicated they would be satisfied with such small profits for the time being. After the big break which followed the announcement that the Government was considering the re-sale of wheat at big discounts, elevators bought all grades freely.

Though starting nearly two weeks later than last year, the movement of wheat at Kansas City reached its maximum in a much shorter time than usual and the July movement was only a little under the high record established last season. The total was nearly 14,000,000 bushels, compared with 14,500,000 bushels last July and a 10-year average of 8,309,000 bushels. In the week ending August 2 receipts amounted to 6,277,500 bushels, a new high record for six days and on July 28 arrivals were 1,425 cars—nearly 2,000,000 bushels, the biggest supply ever received here on one day. Corn receipts in July were small, about half as much as a year ago and 60 per cent as large as the average. Oats receipts were liberal, exceeding the average by 25 per cent.

The grain market at Kansas City has seldom been more excited than when it was announced that the commission appointed by the President intended to recommend a substantial reduction in wheat prices to consumers as a means of lowering the high cost of living. There had been only a slight hint that such action was contemplated and the rumor was not taken seriously. Full details were carried in only one local paper Sunday and caught the following Monday's

market almost wholly unprepared. Holders of corn futures were thrown into a state of demoralization and in the excited selling which followed prices showed extreme declines of 20 cents in two days. Wheat buyers limited their orders to immediate requirements and at first refused to pay over the guaranteed prices, the market showing a decline in a few days of 5 to 35 cents and premiums on fancy dark hard wheat were reduced from 40 to 5 cents. The bulk of the wheat at Kansas City is still at the minimum level, with only choice cars able to command a premium. Carlots of oats showed losses ranging up to 7 cents and futures dropped as much as nine cents.

The comment of grain dealers on the proposal of the Government to arbitrarily reduce the cost of living by forcing wheat prices down did not reflect confidence in the plan. C. W. Lonsdale, vice-president of the Simonds-Shields-Lonsdale Grain Company, expressed the prevailing opinion when he said: "The reasons for prevailing high prices are fundamental and can be traced to normal changes in supply and demand conditions. The proposed plan to force prices of essential commodities down at first glance is an apparent disregard of the oldest economic laws and seems to promise only further confusion and dissatisfaction. Former experience has demonstrated that the only sound way to effect a reduction in prices is to increase the supply above the demand and there is no substitute for this rule so far as is known now." A former official of the Food Administration said the proposed reduction in wheat prices probably would benefit the consumer to a small extent at a great expense to the producer and would not tend to harmonize relations between the two elements. Grain dealers also disagreed with the theory that a reduction in wheat prices would have a similar effect on other commodities.

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

MEMBERS of the New York Produce Exchange, and especially in the grain and feed trades, expressed great sorrow, although they were not particularly astonished, when they learned that their old friend and associate, Wright S. Travis, head of W. S. Travis, Inc., receivers and distributors of grain, hay, feed, etc., had decided to retire from business. The regret displayed had its origin largely in the fact that Mr. Travis' decision to withdraw was brought about primarily by the sudden and untimely death of his son, Walter J. Travis, who was in partnership with him. Subsequently Mr. Travis was compelled to be absent from business for several weeks, part of which time he was in the hospital as a result of stomach trouble. Mr. Travis has for many years been prominent and popular in the trade, being universally esteemed because of his upright business principles and his genial, kindly nature.

A recent item of interest to members of the grain trade, especially those in the export department, was the reorganization of the International Elevating Company, made necessary by the death of the esteemed Edward G. Burgess, who was president of the company after the death of Edward Annan, the original president. The new officers of the company are as follows: Charles E. Burgess, son of E. G. Burgess, president; A. D. Pultz, treasurer; and Frederick Eldredge, secretary.

Members of the grain trade on the Produce Exchange, especially those interested in oats, were extremely cordial in welcoming their colleague, Joseph A. Abel, back to the floor after an absence of about six weeks. Mr. Abel, who is the junior partner of L. W. Forbell & Co., prominent in the oats trade, was compelled to undergo a serious surgical operation, including the removal of his appendix. Fortunately, the outcome proved highly successful, much to the relief of his friends, who had been somewhat apprehensive at one time. Although able to be about again, he was rather weak, and hence not able to attend to his duties with his customary energy.

G. A. Murray, for three and a half years connected with the well-known grain house of Parker & Graff, successors to the old firm of Parker & McIntyre, has severed that connection and become associated with the Farmers Overseas Company as office manager and representative on the New York Produce Exchange. He expects to secure a membership in the near future.

Percy Carruthers Band of the well-known Canadian grain firm of James Carruthers & Co., Ltd., is an applicant for membership in the Produce Exchange.

G. H. Smith of the Winnipeg Grain Company, Winnipeg, who was on the Produce Exchange floor for a short time recently, stated that the outlook was



bright for an excellent crop in Manitoba and part of Saskatchewan, but the prospect was poor in Alberta, where there had been prolonged drouth. In his opinion the damage by drouth had been in the main exaggerated, although he believed that the crop would be much shorter than was indicated a month or more ago. He was inclined to estimate the yield for the three provinces at around 160,000,000 to 180,000,000 bushels.

Samples of wheat from Pennsylvania recently displayed on the Produce Exchange attracted a great deal of attention from members of the grain and flour trades. The samples were shown by George P. White, well-known flour receiver of Philadelphia and a member of the local trade also. This wheat had been prostrated by the heavy rains which fell for about nine days continuously early in July and as a consequence much of the grain sprouted before it could be gathered. It is estimated that about 30 per cent of the grain in that state had been damaged in this manner.

According to an announcement posted on the Produce Exchange bulletin boards, John W. A. Davies, hitherto secretary and general manager of the East Coast Cereal Company, Inc., millers, exporters, and importers, is no longer connected with that company. Thomas R. Van Boskerck, prominent for many years as a flour receiver, is president of the company.

## PHILADELPHIA

RALPH W. E. REID, CORRESPONDENT

**G**RAIN factors here report that the new wheat crop is arriving in fairly large quantities and is in good condition. Business is becoming brisker and export trade shows marked improvement. Some of the large grain exporting houses report that many large cargoes have been shipped abroad, and efforts are being made to have the port facilities improved so that the expanding trade can be better taken care of.

A. J. Dando, elevator agent for the Pennsylvania Railroad, Eastern lines, announces that on all cars of wheat containing a percentage of dockage, that the company will clean the cars only to protect grade, and no orders will be accepted to clean or reclean dockage wheat for regrade. He also announces that all wheat grading, "Sample," account of moisture, which requires drying, will be unloaded and dried on orders and under supervision of the inspection department, as has been the custom of previous years, and it will be necessary for consignee to file formal drying order.

John B. Matthaël, traffic manager of the Commercial Exchange, announces, effective at once, demurrage rates on grain and flour have been greatly reduced. This action was very favorably received by the trade. The notice reads: "Demurrage rates are reduced to the following basis: After the free storage period of 48 hours, \$2 a day for the first four days and \$5 thereafter until the unloading. Sundays and holidays are excepted."

The old rate began at \$3 a day for three days after the free storage period of 48 hours, then \$6 a day for three days and \$10 a day thereafter. Calculating the demurrage on a car for nine days, the charge would be cut from \$37 under the old rate, to \$23 under the new.

Stocks of grain in public warehouses in Philadelphia, August 1, 1919, totaled 578,554 bushels of wheat, 19,829 bushels of corn and 715,023 bushels of oats contrasted with 836,525 bushels of wheat, 26,739 bushels of corn and 1,416,208 bushels of oats on July 1, 1919, according to the statistician of the Commercial Exchange. The report shows that exports of wheat during July were 1,100,906 bushels of wheat, 1,457,380 bushels of oats, 353,913 bushels of rye and 52,748 bushels of barley; compared with wheat exports in June of 1,548,486 bushels; corn, 107,775 bushels; oats, 846,465 bushels; rye, 1,395,065 bushels, and barley, 60,000 bushels.

Cars unloaded at the Port Richmond grain elevators during July were: 227 cars wheat, 147 oats, one corn. At the Twentieth Street elevators: 78 cars oats, two corn, one peas.

Grain elevators and bins will become treasure houses for rats and mice with the Pennsylvania wheat crop being harvested, according to a bulletin issued by the State Department of Agriculture, warning farmers to start killing rats. The scab blight will reduce the yield in some places as much as 10 to 15 bushels an acre. Latest reports on wheat for the state show a decrease of 3 per cent. Warm and moist conditions are responsible for the scab which is distinguished by the pinkish tint on the chaff. The

new disease is causing great losses in the eastern and southeastern sections of the state and is found to be more detrimental than the smut that attacked the grain earlier in the season, according to Professor W. A. McCubbin, assistant director of the Bureau of Plant Industry of the Department of Agriculture.

John J. McGuigan, Jr., for several years with L. F. Miller & Sons, grain receivers, has severed his connections with that firm and is now with the Taylor & Bournique Company, at their local offices in the Bourse. Both firms are members of the Commercial Exchange.

C. B. Riley, secretary of the Indiana Grain Dealers Association, Indianapolis, visited the Commercial Exchange recently on his way home from Washington where he had been in conference with officials of the Grain Corporation.

The Hancock Grain Company, with offices in the Bourse which was appointed representative of the Wheat Export Company, Inc., at the Port of Philadelphia to represent the Allied Governments in this country at the entry of the United States into the war, has been released from service and is again actively engaged in the grain business. The company maintains offices at 353 Bourse. George G. Omerly is president of the company.

George H. McMullin, Jr., grain, hay and feed dealers, is planning to leave here August 12 for a year's tour of China, Japan and the Philippines. He will sail from San Francisco, Calif.

Andrew Schickling, Jr., representing George M. Richardson, flour and feed broker, Dougherty, MacHenry & Co., flour mill representatives, Keystone Flour Company, 619 Bourse, and Frank M. Turnbull of the Taylor & Bournique Company, grain receivers, have been proposed for membership in the Commercial Exchange.

K. L. Burns, representing Globe Milling Company, Watertown, Wis.; Ralph A. Schuster, treasurer of Rosenbaum Bros., grain shippers, Chicago; L. G. Bournique, of the Taylor & Bournique Company, grain merchants, Milwaukee, Wis.; W. H. Hatfield, of the Goodyear Milling Company, Minneapolis, Minn., and George R. Merrill, of the Sleepy Eye Mills, Sleepy Eye, Minn., were recent visitors at the Commercial Exchange in the Bourse.

C. J. Hause & Bro., 3422 Market Street, has begun action in the Municipal Court here against James Brown, 3750 Warren Street, to recover \$264.35, alleged to be due for feed.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

**T**HE Federal grades in wheat, corn and oats were adopted for the season at the annual meeting of the Minnesota State Board of Appeals, held here recently. The lower grades were modified slightly with the changes in favor of the grower. The grades were left on the same basis as last season in rye and flaxseed. R. Ziesemer of Minneapolis was re-elected chairman of the Board and Hans P. Bjorge, of Duluth, was elected general secretary.

W. B. Joyce, manager of the Van Dusen-Harrington Company's Duluth office, has been elected a director of the Board of Trade here to fill the vacancy caused by the removal of Parker M. Paine to Chicago.

As officially announced from Washington, the personnel of the Duluth Grain Control Committee for the season is as follows: W. H. Stracha, chairman; George A. Sherwood, agent of the Soo Line, and C. S. Williams of the United States Grain Corporation. The first bulletin issued by the Committee was to the effect that no attempt would be made to impede the movement of grain from the West to the terminals here during the new wheat moving season until further notice. In accordance with the ruling of the Grain Administration, permits, however, must be obtained to cover all shipments between the primary markets and from the markets to the seaboard.

From the crop news coming in, operators here are of the opinion that the marketing of wheat during the coming fall moving period will not necessitate much regulation to prevent congestion in handling facilities in view of the heavy falling off in the yield as disclosed in the last Government report. Duluth elevator interests are greatly disappointed over the untoward turn in events, in view of the fact that six weeks ago, the promise was for a harvest over the Northwest that would tax the capacity of the handling and storage facilities at the Head of the Lakes

to the utmost during fall rush period. It is realized that the movement of wheat this way is bound to be heavily curtailed with the smaller crop in view as a result of absorptions by Minneapolis millers.

R. M. White, of the White Grain Company, has returned from a six weeks auto trip during which he covered over 5,500 miles. He ran down from Chicago to Washington and on to New York and Portland, Me. On his return run he landed in Detroit, Mich., in time for the National Hay Convention on July 16. What impressed Mr. White greatly was the deterioration in hay, pastures and drops in feed grain yields through the East as a result of dry weather conditions. Over a stretch extending from Chicago to New York State, he found the corn plant to be in a generally backward condition, and he is of the opinion that exceptional good growing weather will be required from now on to properly mature the crop. He found the hay crop to be far below the average in the East and as pastures down that way are dried up and brown, farmers are being already compelled to draw on their new season's hay supplies to keep their cattle going. Mr. White found the hay crop to be exceptionally heavy within a radius of 200 miles of Duluth. From Winona north to Duluth, he noted that the pastures were green as a result of the good rainfalls. The Minnesota and Wisconsin hay crops, he found to have been harvested in splendid condition.

Country elevators over a wide area of western North Dakota will not even open for business this fall owing to the complete failure of the crops in their districts, according to advices received by Duluth grain men. In that connection, W. W. Bradbury, Duluth representative of William Dalrymple, who made a trip over a large area of North Dakota last week, asserted that from Dickinson, Cooperstown and Carrington, N. D., westward, the crops are almost a complete failure owing to drought conditions, and in eastern Dakota and even in the Red River Valley, he found the crops to be spotty with grasshoppers doing enormous damage to the plants. As showing the extent of the grasshopper plague, he mentioned that at Cooperstown they literally shovelled them out of their car on one occasion. Mr. Bradbury estimates that spring wheat will not run more than four bushels to the acre over wide areas of the western North Dakota country, while further east, the prospect is for not more than 10 bushels an acre. He found rye to be threshing out 10 bushels at some points and 15 bushels in other districts. Flaxseed will, he thinks, turn out better than had been expected in North Dakota on account of the recent rains over the state.

The Duluth Sampling Bureau, established by the Minnesota Railroad and Warehouse Commission under authority granted at the last session of the state legislature, has opened offices at 222 and 224 West First Street here. J. E. McNamara, of St. Paul, who has been first assistant chief inspector in that district, has been appointed supervisor of samples, and is in charge of the office here. The Bureau has experienced samplers at various points and the announcement has been made that it is prepared to take samples of any cars of grain at the request of the owner or agent, for which a nominal charge of 25 cents a sample will be made. The supervisors of samplers are under the jurisdiction of the Warehouse Commission's chief grain inspector, G. H. Tunnell, at St. Paul.

Some of the Duluth commission houses have received samples of the new season's spring wheat from over Minnesota and North Dakota. As a rule they show the effect of the dry weather conditions and are light weight, but the kernels are clean and bright. Among the exceptions were some western Minnesota samples. In one sample from Park Rapids, Minn., the grain was plump and graded No. 1 dark northern.

Up to within the last few days, the movement of grain from over the West to the Duluth terminals was exceptionally heavy for the season. The run of barley especially surprised the trade and from the deliveries made during the last three or four weeks, dealers draw the conclusion that some growers must have allowed a couple of seasons' crops to accumulate in their granaries, hoping for an upturn in prices. Under the spur of good demand from the East, specialists in that trade were busy in it and quotations were advanced 14@15 cents to a range of from \$1.26 to \$1.35.

The rye market here has mainly had its downturns during the last month. Under severe selling pressure at times the quotation in No. 2 rye is off 11 cents from a month ago at around \$1.48 for spot and then with bidding following the appearance of the last crop report it recovered to \$1.55.

Frank W. Falk and John H. MacMillan, Jr., have been elected to membership on the Duluth Board of Trade. The former is associated with the Becher-la Bree Company as a buyer, and the latter will assume a position on the trading floor with the Cargill Commission Company.



# ASSOCIATIONS

## MICHIGAN DEALERS MEET

The Michigan Hay & Grain Association met at Detroit on July 15. President Robert Ryon of Ann Arbor called the meeting to order, and read the report of the Board of Directors, in part as follows:

There has been some criticism of the results of the Association's activities during the past year, but we have felt that we should refrain from undue publicity because the problems confronting us were the Warehouse Bill and the activities of the Non-partisan League. Your secretary has been very busy on traffic matters. In regard to the Public Warehouse Bill he presented our case before the Senate committee at Lansing, which had this bill in charge. As you know it however passed the Senate but was finally lost in the House. There is, however, still much activity around the state in regard to the Bill.

The Public Welfare Committee of the state consists of 10 members made up of different organizations, including the potato, bean and hay and grain trade associations. The Committee intended to start a campaign of education in the state. The work was not done, but the Committee still exists and is ready for work when called upon.

Our publicity during the year to our members was through a bulletin, and we also sent to each member a paper called "The Farmer and Townsman," which showed the movements of the Non-partisan League in North Dakota. We wanted our elevator men to read it so as to be in a position to talk and explain the proposition to their farmer patrons and how they had introduced a bill in the North Dakota Legislature to bond land to 40 per cent of its taxable value, etc. I am not opposed to farmers organizing farmers' cooperative companies. There is no reason why a farmer should not go into the grain business like any other misguided mortal.

In regard to the margin for handling wheat we sent out a circular asking for statements of the cost of handling wheat, corn, oats and beans as well as side lines. The replies were few. I went to St. Louis on March 21 to attend a meeting called by the Grain Dealers National Association to discuss the margin for handling wheat. Some reports from large handlers in Kansas showed 6 cents as the cost, while the average figures were 8.8 cents per bushel. On May 7 another meeting was held at St. Louis. Mr. Noyes, of Jackson, attended and the reports were an average of 8.72 cents per bushel. The idea of the meetings was to show Mr. Barnes exactly what it is costing the elevator men to handle the wheat.

We need more members and money in the Association if we are to do constructive work. If we can't increase our Association we might get strength by consolidating with some organization in sympathy with our problems.

Secretary J. C. Graham gave his report, which treated largely of transportation matters and Treasurer Albert Todd reported a balance of \$164.97 in the treasury.

President Ryon appointed the following committees: Nominating: F. E. Nowlin; T. E. Swift and W. J. Connor. Resolutions: Frank L. Young; James Kerr and T. J. Hubbard.

Samuel Walton of Pittsburgh, Pa., president of the National Hay Association, gave a short address, and he was followed by Charles England of Baltimore and H. S. Earl.

### NEW OFFICERS

The report of the Nominating Committee was accepted and the following were declared elected: President, A. J. Carpenter, Battle Creek; first vice-president, John McAllister, Caro; second vice-president, William Francis, Mt. Pleasant; treasurer, Albert Todd, Owosso; directors: Harry Northway, Owosso, and J. Baldwin, New Haven, to serve with S. O. Downer, H. D. Jeffords, D. Mansfield, and Robert Ryon.

W. A. Cutler spoke of the work county agents were doing in competition with dealers and a committee, consisting of W. A. Cutler, W. I. Biles, Joe Frutchey and George Diamond, were appointed to investigate.

Mr. Biles reported on the cost of handling wheat, which was from 10 to 14 cents in Michigan, and B. A. Dean of Auburn, N. Y., made a short address. The meeting then adjourned.

## NORTHWESTERN GRAIN DEALERS MEET

The annual meeting of the Northwestern Grain Dealers Association was held at Lewistown, Mont., on July 18-19. About 100 members were present, and the meeting was thoroughly enjoyed.

President T. R. Swift introduced Charles J. Marshall, mayor of Lewistown, who welcomed the dealers. The address was responded to by Charles Quinn, secretary of the National Association.

### SECRETARY STOCKETT'S ADDRESS

Secretary H. M. Stockett gave his annual report, in part as follows:

Briefly stated, some of the notable affairs with which we had to deal during the past year for the welfare of those in the grain industry, in addition to our regular work which is voluminous, are as follows:

Suppression of enemy propaganda and harmony in the grain industry during a critical war time—joint meetings of the grain trade with the Grain Corporation—shippers' weights in the settlement of claims—the collection of loss and damage claims—territorial

and national matters—co-operating with the War Industries Board—financial aid to farmers for sowing grain—conservation of grain—securing empty cars, with permission to ship to save wheat from spoiling and to relieve financial depression—safe working margins—reconstruction problems—grain standards for oats—educational work in Federal grain standards—opposing Montana freight rates being put on a peak—opposing excessive advance on freight rates for grain and cereal products—putting the rate-making power back into the hands of the Interstate Commerce Commission—crop reporting—opposing General Order Number 57 and its later modifications—war tax information—for a return of the railroads to their owners—state legislative matters—opposing the advance of minimum car weights—clean, tight cars for grain and cereal products—uniform confirmation blanks—protesting hurtful rules and regulations governing telephone service and call charges—sending delegates with cost data to the St. Louis meeting—clearing height in grain cars for inspection.

The work of the Association has been greatly extended, notably in the Gallatin Valley, the Shields River Valley, the Livingston District, the Bitter Root Prairie and the Flathead region. The eastern part of the state is also now engaging our attention more than ever.

### ADDRESS OF PRESIDENT SWIFT

President J. R. Swift gave his annual address, as follows:

We are meeting on the eve of the most critical period in the history of this Association, a period during which on account of adverse crop conditions our members cannot hope to materially profit if at all. The Association is primarily an educational institution, constituted for the purpose of enlightening its members as to efficient business methods and to look after those matters of mutual interest to its members, which on account of their complexity are impracticable of individual accomplishment. Therefore let us not relax in our support of the Association at this time as the good we can accomplish through it will not only materially benefit us but will naturally revert to our customers, who will need all of the support that we can possibly extend to them.

Most of our work during the past year has been accomplished through committees rather than through the officers of the Association and this method has proven decidedly satisfactory. The Association had a representation at a meeting held in St. Louis, March 21 of this year, called by the National Association of Grain Dealers with reference to the handling of the grain crop for the present season and the peculiarities of the grain business of our section were presented at that meeting. Figures regarding the cost of handling a bushel of grain were presented by members to this committee and in turn presented by the committee to the National Association, who were at that time preparing data for the benefit of the United States Food Administration. We have been working very closely with the National Association, whose secretary is here today and is to address us and I believe that we should become more closely identified with them than we are at the present time.

Early in July last year the Association had a representation in New York as members of the Advisory Committee appointed by the grain trade to co-operate with the Food Administration, and we have from time to time during the period acted as intermediary between the Food Administration, United States Department of Agriculture and our membership, and have assisted in every possible way in the carrying out of the different projects instituted by those in authority. We were particularly active in placing protests before the United States Railroad Administration on General Order Number 57, which, if it had remained effective, would have seriously handicapped the collection of freight claims and would have caused a serious loss to the grain dealers and naturally this necessity would have eventually reverted to the producer in this territory as a necessary part of the cost of transporting his products.

Many other matters have been carried to satisfactory conclusions by the Association and the good that it has accomplished is best evidenced by its membership, which today represents 476 country elevators and 28 flour mills.

It is the sincere hope of the present officers that the Association may continue to serve and even to a greater degree than it has in the past.

Following President Swift, C. A. McCotter of Indianapolis addressed the meeting on the general subject of fire insurance for elevators and mills.

### AFTERNOON SESSION

The afternoon session was opened with a demonstration of Federal grain grading by Bert W. Whitlock, who had all the necessary instruments for that purpose.

### ADDRESS OF R. O. STUART

R. O. Stuart, president of the Security Adjustment Company of Minneapolis, delivered an address on "Collecting Railroad Claims," in part as follows:

I believe the subject I am to speak on is one of great importance to every shipper of grain. It is important because thousands and thousands of bushels of all kinds of grain are lost in transit every year, through the negligence of the railroads. It is important for the reason, at the present time, that grain is of greater value than it ever before was in the history of the world. It also is important because many shippers do not, either through neglect or because they are not cognizant of their rights, fully protect themselves against the negligence of the grain carrying railroads.

The cars offered to you must be used if the crops are to be moved. The quality of the equipment depends on the carriers and believing the same condition will be encountered in the future, at least for some time, I would like to suggest that extra pre-

cautions be taken by the grain shippers to ascertain as accurately as possible the quantity of grain loaded into the car at shipping point that in case of a loss before the car reaches its destination, the extent of that loss can be accurately established.

The value that grain has today is so great that a loss encountered in transit, although such loss may be nominal in bushels, in the absence of reimbursement the shipper's profit has probably been lost, and with the encountering of a few larger unadjusted losses the earnings of the elevator or station may be seriously handicapped.

Now, permit me to suggest, gentlemen, that in order to protect yourselves and in order to prepare yourselves for any claims that you may have for the negligence of the railroads in handling your grain in transit that it is of the utmost importance that the quantity loaded be accurately determined. Every effort should be made by the shipper to keep the scales working correctly and the weights obtained be carefully read, because where opportunity to discredit careful weighing exists, the railroads seriously criticize the shipper's accuracy and manner of doing business, and even question the propriety of making any settlement. Therefore, in the absence of the shipper having done his part, it makes the adjustment a complicated affair at the best.

I realize some elevators are without a loading out scale and that these same shippers encounter the same poor equipment and rough handling that any other shipper would encounter, and because of the absence of a scale, although they may be well aware a loss was sustained in transit, the shortage of a scale prevents the making of a complaint or a claim.

I would like to suggest that every shipper who forwards cars of grain without weighing, either because they have no scales or for any other reason, measure the depth of the grain in the car and satisfy themselves that the load has been carefully leveled off and ascertain the actual depth in inches. If they will do this, they will not be placed in any predicament so far as their rights are concerned.

By using the depth and the test of each measured bushel, adding thereto a reasonable amount for density, the quantity of grain loaded can be easily determined. This should always be done so that in case the contents of the entire car, or in case any part of the grain in that car be lost in transit, you will have a legal basis of determining the extent of your loss and a manner of establishing proof.

This record should be made a part of your permanent records and should be made in writing in some book at the time of the shipment that it may be a matter of record in case you should ever have occasion to require it.

You do not necessarily need to keep a record of the dimensions of the car. However, it would be just as well to do so. If you have the depth you can always secure the dimensions of any car belonging to any railroad by referring to a copy of the Official Equipment Register.

The most important information required, in fact, the material information required in loading grain without weighing is the test of each measured bushel and the depth loaded in inches. I mentioned the adding of a density weight and by this I would like to state that line elevators in Minneapolis, after making many tests, have concluded the density amounts to two or three pounds per measured bushel.

That you will understand what I mean by density, I will illustrate. Let us take a car and load wheat across the bottom of the car floor on an imaginary bushel deep, using wheat that would test 59 pounds per measured bushel. If it were possible to reach into that car and pick from the car floor a single imaginary bushel container, we would find but 59 pounds in it. Now, the minute we place another layer of imaginary containers holding one bushel each on top of the first layer across the car floor, it condenses, presses and compacts the already measured bushels into a smaller space and permits more grain crowded into the same place. This continues through the loading with each additional layer of grain loaded into the car. Therefore, with the statistics prepared by various line elevators you will understand that each measured bushel of space in that car instead of containing 59 pounds, would in reality contain 59 pounds plus a density of two or three pounds and such calculation should, in my opinion, be used in attempting to establish the quantity that was loaded. Now, if the interior of this car, using the height to which the grain was loaded, contained 1,400 measured bushels, instead of multiplying by 59, you should multiply by 61 or 62, to arrive at the correct number of pounds of grain in the car.

On March 4, 1915, the Cummins Amendment to the Interstate Commerce Act was passed by Congress, Chapter 176, and became effective 90 days thereafter or June 2, 1915. This Act provides in part as follows:

"Suits for loss and damage or delay shall be instituted only within two years and one day after delivery of property, or in case of failure to make delivery then within two years and one day after reasonable time for delivery."

On the strength of this provision, the Railroad Administration is now refusing to pay all claims regardless of merit, that have been permitted to outlaw, it not making any difference whether the claims were ever declined or whether they should have been paid months before.

The provisions of the present bill of lading provide that claims must be made against the carrier within six months.

Claims for loss should be presented to the railroad agent, or the proper claim official either by yourself, your commission firm or someone representing your interests.

If such claim remains unadjusted for two years and one day, regardless of what the merit may be or the promises that may be made to you by the carrier with reference to its settlement, the shipper cannot force a collection. I would like to state right now that this is a peculiar situation and under the present conditions if claims can be successfully held in abeyance for two years after date of delivery of such shipments, they become worthless. I hardly believe any further comments are necessary other than to state this seems wrong and I trust that in some new bill of lading act, this provision will be changed.

The claimant has no choice under a condition of this kind. He must either secure settlement of his claim, if it has merit, within this time and protect his rights.

These rights can be protected in only one way under the bill of lading and that is to bring suit. By taking this action, the shipper's rights are protected and all limitations extended indefinitely. Many shippers are under a wrong impression. They feel the bringing of suit may engage them in litigation. This is not necessarily true. Suit can be commenced in conformity with the bill of lading requirement and your rights are indefinitely extended by such suit.



after which you may use your own discretion with references to further procedure.

This address was followed by a discussion on how to handle the 1919 wheat and after adjournment and dinner the dealers were entertained with a street dance.

#### SATURDAY MORNING SESSION

A round table talk opened the morning session, led by Charles Quinn. This was followed by an address on "Fire Insurance" by C. A. Stevens.

#### NEW OFFICERS

The report of the Nominating Committee was accepted and resulted in the election of:

W. T. Greeley, of Great Falls, president; J. Watkins, of Cascade, vice-president; H. N. Stockett, of Great Falls, secretary and treasurer.

Directors: William Phadd, Billings; A. D. Persson, Powell, Wyo.; W. C. Wilkes, Missoula; John McVay, Great Falls; W. B. Woodman, Belmont; A. E. Barkemeyer, Great Falls; J. R. Swift, Lewistown; H. S. Anderson, Red Lodge; August Schwachheim, Cascade, and Charles Vandanhook, Bozeman.

#### AFTERNOON SESSION

A paper on "New Wheat Varieties" by Professor Alfred Atkinson of Bozeman opened the final session. He discussed the efforts that had been made to obtain a wheat that was drought resistant; resistant to winter killing; and a better yielder.

#### RESOLUTIONS

The report of the Resolutions Committee was read and accepted.

In order to aid in forming crop estimates a resolution was passed asking the legislature to enact a law providing that the assessors shall collect data in the various counties as to the area cultivated each year.

A resolution was also adopted asking that the Bureau of Standards make Montana a separate grain district and give the state an inspector. At present the state is practically divided up, part of it being under the inspection at Minneapolis and part under the inspection at Salt Lake and part under Spokane inspection.

Resolutions were also adopted thanking the local committees, those on the program and exhibitors.

A resolution was adopted providing for the affiliation of the Northwestern Grain Dealers Association with the National Grain Dealers Association, after which the convention adjourned.

#### PACIFIC DEALERS MEET

At the annual meeting of the Pacific Northwest Grain Dealers Association held at Portland on July 21, S. C. Armstrong of Seattle was elected president. Other officers included I. C. Sanford of Portland, vice-president, and A. A. Ryer of Seattle, secretary-treasurer. The directors include J. A. Pease, Seattle; N. A. Leach, Portland; W. J. McDonald, Seattle; I. C. Sanford, Portland; M. J. O'Neil, Spokane; S. C. Draper, Portland, and S. C. Armstrong, Seattle.

The Association decided that 6 per cent interest should be charged on all advances made to growers and dealers, while 11 cents was fixed as the uniform price for re-sacking grain. For the re-sacking of bad order sacks 4½ cents will be charged.

#### ILLINOIS COMMITTEES

President F. G. Horner of the Illinois Grain Dealers Association announces the following committee appointments for the coming year, or until their successors are appointed:

Executive: E. M. Wayne, chairman, Delavan, Ill.; Victor Dewein, Warrensburg; B. P. Hill, Freeport; President F. G. Horner (ex-officio), Lawrenceville; 1st vice-president, E. E. Schultz (ex-officio), Beardstown; 2nd vice-president, B. L. Christy (ex-officio), Viola.

Arbitration: H. A. Hillmer, chairman, Freeport; C. F. Scholer, Bloomington; J. W. Radford, Chicago. Traffic: Henry A. Rumsey, chairman, Chicago; V. C. Elmore, Ashland; W. S. Miles, Peoria; O. B. Hastings, Cairo; J. C. Aydelott, Pekin.

Scales: E. A. McKenzie, chairman, Moweaqua; John R. Sheehan, Dunlap; Fay R. Best, Catlin.

Resolutions: Lee G. Metcalf, chairman, Illinoispolis; Stanley McFadden, Havana; R. F. Wrenn, Roanoke. Finance: Harry Allen, chairman, Broadlands; Lee G. Rallsback, Weldon; Otis J. Bear, Gifford.

Claims: A. P. Schantz, chairman, Lexington; Chas. Schultz, Keensburg; H. E. Selby, Golden. Legislative: A. L. Stanfield, chairman, Edgar; R. R. Meents, Ashkum; Otto Koch, Breese.

Membership: B. L. Christy, chairman, Viola. (To appoint own committee.)

#### QUESTIONS OF PROCEDURE

Secretary Smiley of the Kansas Association recently submitted three questions to Zone Director D. F. Piazzek and received the answers noted. The question of scoop shovelers is also straightened out, and not very satisfactorily, as noted by Mr. Smiley:

(1) Will a buyer be expected to pay the farmer the present ruling price on wheat of the dark hard grade where he is unable to secure a bid or offer even near the basis of the price prevailing at Kansas City?

(2) Where a dealer neglects, or refuses, to deduct dockage, or foreign matter contained in wheat, what will the penalty be?

(3) If the sellers makes no complaint, either as to price, grade or dockage, at the time of delivery, does he forfeit his right to make complaint thereafter?

Answer (1). Officially, we can have no interest in the matter so long as the dealer pays the farmer a fair reflection of the guaranteed price. I should say off-hand that it would be manifestly unfair to compel him to buy on the present perhaps temporary premium which prevails at this time.

Answer (2). This is the old, old question. Our present operations are based on a minimum and while it is incumbent upon the dealer to buy on Federal grades and standards he can pay just as much more as a fair reflection of the guaranteed price would be, as he wants to. There is nothing to prevent him grading the grain absolutely right and to pay more for it than he should.

Answer (3). Broadly speaking, one of the fundamental principles of law is that the error stands as such until corrected and I am strongly inclined to the belief that if a producer should through lack of information on the subject fail to file a complaint against unfair margins at the time they were taken that he would by no manner of means be debarred from making a later claim. Of course, it would be incumbent upon him later to at least approximately estimate the grade of wheat involved.

W. S. Culberston, secretary of the Illinois Grain Dealers Association, submitted the same question to Bert H. Lang, zone manager in which St. Louis is located, and his reply was to the effect "that if a producer makes no complaint, either as to price, grade or dockage, at the time of delivery, he forfeits his right to make complaint thereafter." It looks like a case of where doctor's fail to agree.

Mr. Piazzek stated at the close of the annual meeting in Hutchinson; also made the statement in St. Joe that where there was sufficient elevator and storage facilities, at a given point, and the elevator operators showed a disposition to treat the producer fairly, that no license would be issued to a transient scoop shoveler to do business at such point. Under date of July 11, Mr. Piazzek advises us that he is in receipt of a telegram from Washington as follows: "Following information to all Vice-Presidents: Pursuant advice given U. S. Wheat Directors, by his general counsel, scoop shovelers are entitled to license even in communities where adequate facilities for handling wheat already exist provided such shoveler otherwise unobjectionable." Mr. Piazzek regrets that counsel for the grain corporation has taken this action, but it seems to be definite and conclusive. We feel very sure that Mr. Piazzek used best endeavors to convince the Grain Corporation that in the interest of saving car equipment, licenses should not be issued to scoop shovelers.

#### NEW RULES PROPOSED FOR RECONSIGNMENTS

The rules and charges for reconsignment of grain, seeds, hay and straw which the carriers attempted to put into effect, upon objection by shippers, was investigated by the Interstate Commerce Commission who ordered the rules suspended. The decision has been handed down in this Reconsignment Case No. 3, and new rules proposed.

The following are the rules which the carriers tried to impose.

1. Grain, seed (field), seed (grass), hay or straw, carloads, may be held in cars on track for the privilege of national, state, Board of Trade or other official inspection and disposition orders incident thereto at billed destination or at a point intermediate thereto, subject to the following rules and charges. These charges shall be made in addition to demurrage, track-storage, and other lawful charges, and shall accrue to the road performing the service and be noted on the waybill. The term "grain," as used herein, includes corn, barley, oats, rye, wheat, buck-

wheat, pop corn, grain screenings, and seed screenings.

2. When disposition order is received prior to expiration of 24 hours after the first 7 a. m. after arrival the charge will be \$2 per car.

3. If disposition order is received subsequent to the period prescribed in Rule 2, but within 72 hours after the first 7 a. m. after arrival, the charge will be \$2 per car for the first 24 hours, plus a charge of \$1 per car for each additional 24 hours or fraction thereof.

4. If disposition order is not received within 72-hour period prescribed in Rule 3, the charge will be \$5 per car.

5. If delivery is taken and car is unloaded from track where inspected, the charges named in Rules 2, 3, and 4 will not apply.

The decision by which the Commission rejected the proposed rule is of considerable length in which each point is discussed in detail. Lack of space forbids quoting the entire document.

In conclusion the Commission said:

We find and conclude that the specific rules and charges proposed in the suspended schedules and included in the 15th section order of March 26, 1918, in respect of grain, seeds, hay and straw held for official inspection and disposition orders have not been justified, but that rules embodying the following provisions would be just and reasonable.

"Rule 1—Grain, seeds (field or grass), hay or straw, carloads, will be placed on designated hold tracks of this carrier (or of the carriers parties hereto), and notice of the location of the hold tracks on which the cars are placed sent to the consignee, or posted on the bulletin board where such practice is in vogue, for the purpose of national, state, Board of Trade, or other inspection, and held on such tracks or other tracks for disposition orders, at either the billed destination or a point directly intermediate thereto. Upon cars so placed and held the following charges will apply:

(a) Grain and seeds—When disposition order is received prior to 6 p. m. of the day on which inspection is officially reported, including the assignment of grade, by 11 a. m., no charge. When disposition order is given after the expiration of the free time here prescribed, \$2 per car.

(b) Hay and straw—\$2 per car.

"Rule 2—Cars billed direct to public team tracks, or to elevators, mills, or other industries, within the switching limits of the billed destination, and these inspected and delivery taken, will not be subject to the charge provided in Rule 1.

"Rule 3—The disposition order received after the inspection will be considered as being in lieu of the consignment instructions under which the cars arrived at inspection point."

In dealing with the general readjustment of the rules here proposed, consideration has been given to the controlling principles, and it is not unlikely that we shall later see the necessity of further changes. The suspended schedules will be ordered canceled, but the respondents may file schedules not inconsistent with the conclusions herein reached on not less than five days' notice.

#### PROTECTION FROM DISEASED WHEAT

No Federal quarantine is to be placed against Indiana and Illinois as a result of flag smut and take-all diseases in these states, provided the states themselves take adequate measures to prevent shipment of infected grain. This decision was reached by the Federal Horticultural Board of the Department of Agriculture July 15 at the conclusion of a hearing lasting all day.

Indiana has already taken what the Board regards as adequate protective measures. Illinois, though it has done nothing up to this time, agrees immediately to take action paralleling that of Indiana, and the withholding of quarantine is based on the distinct understanding that such effective control will be exercised under state authority as to prevent any possibility of interstate movements of infected products.

The regulations with which the states must comply are:

All infected fields in each area will be threshed by the same machine on ground where grown, machine not to be used again for threshing wheat this season.

All threshing machines and wagons used in threshing diseased fields shall be thoroughly disinfected with formaldehyde.

All grain from diseased fields to be disinfected with formaldehyde as it comes through the thresher.

All straw and stubble from infected fields to be burned.

No wheat, barley, rye, or oats to be grown on the infected fields, except by approval of the Federal Horticultural Board, for five years.



ELEVATOR AND  
GRAIN NEWS

## EASTERN

Capitalized at \$50,000, the Bay State Grain & Coal Company has been incorporated at Billerica, Mass.

The Maryland Milling & Supply Company are erecting a fertilizer plant at Sykesville, Md., in connection with its milling and grain business.

The Deposit Milling Company has sold its elevator, mill and warehouse at Deposit, N. Y., to the Delaware Mills, owned by Thos. H. and Stuart S. Wilson.

The Berk Milling Company was recently incorporated at Attica, N. Y., to handle grain, feed and coal. Its capital stock amounts to \$100,000. H. H. Berk is interested.

The Grigg Bros. are erecting a grain elevator at Lockport, N. Y. The elevator will have a capacity of 10,000 bushels and will be 60 feet high. It will be of frame covered with steel.

The Farmers Milling & Grain Company of Mt. Airy, Md., is erecting a 25,000-bushel concrete storage elevator. Deverell, Spencer & Co., of Baltimore, Mo., have the contract.

A modern granary and elevator is to be constructed at Kittanning, Pa., the contract price for which is \$22,000. The Gates Granary is being dismantled preparatory to this.

The Richmond Elevator at Buffalo, N. Y., purchased several years ago by the American Linseed Company, is being torn down. The elevator was built in 1865 by Dean and J. M. Richmond.

Incorporation papers have been filed at Wilmington, Del., by the Dundas Food Products Corporation. The company will handle grain, flour and food products and is capitalized at \$250,000.

Articles of incorporation were filed by Jacob Levenson, Ivan Levenson and Jacob Shevelove at Newark, N. J., as the Levenson Shevelove Company. The firm will handle grain, etc., and is capitalized at \$50,000.

The Geo. J. Meyer Malt & Grain Corporation was incorporated at Buffalo, N. Y., capitalized at \$300,000, to carry on the grain and malt business of the late Geo. J. Meyer. Geo. H. Meyer, Leo P. Meyer and E. J. Meyer were the incorporators. The company owns and operates a grain elevator in addition to the malt plant.

The grain and bean warehouse of Francis G. Ferrin at Mount Morris, N. Y., which has been conducted as the Mount Morris Elevator has been taken over by George A. and Ray Bryce of Mount Morris. A three-story feed mill is to be erected in connection with the elevator and modern machinery installed for conducting an up-to-date feed, grain and bean business. George A. Bryce will then close down his old mill. The new firm will be known as the Bryce Bros.

## INDIANA

Operations have been started in the new elevator of McCardle & Page at Mollott, Ind.

The Kitchel's Elevator Company of Kitchel, Ind., recently filed a preliminary certificate of dissolution.

The Rochester Elevator Association has been formed at Argos, Ind. The association is capitalized at \$20,000.

The John Gordon Elevator at Summitville, Ind., has been taken over by the Goodrich Grain Company of Winchester.

A preliminary certificate of dissolution has been filed by the Independent Hay & Grain Company of Evansville, Ind.

The Westphalia Elevator Company of Westphalia, Ind., has disposed of its property there to William P. Enley of Edwardsport.

The Kankakee Valley Grain Company has been organized to build a large elevator at Hanna, Ind., costing in the neighborhood of \$15,900.

C. S. Emerick, C. B. Wilson and C. B. Money have incorporated as the Tallewanda Grain Company of Portland, Ind. The company is capitalized at \$10,000.

The Lyonsville (r. f. d. Connersville), Ind., elevator and grain business of Thomas O. Stanley has been sold to the Fayette Grain Company of which C. O. Wise is president. The Fayette company is now building an elevator of its own. The

new elevator and the purchased plant will be operated individually but under the central management of the Fayette Grain Company.

The Farmers Elevator Company has been incorporated at North Manchester, Ind., capitalized at \$40,000. C. C. Dillman, L. A. Catey and Dan Frantz are interested.

About 90 per cent of the stock in the New Palestine (Ind.) Elevator Company has been purchased by Fred Ruschaupt of Shelby County. The company operates an elevator and mill.

James and Scott Emison have sold their Atlas Elevator and Mills at Vincennes, Ind., to O. T. Stout of Indianapolis and John Stout of Memphis. The consideration is said to have been \$400,000. The Emisons have operated this plant for over a half century.

The grain and hay business of Chas. W. Curtiss at Aurora, Ind., has been sold to Everett E. McClure for \$15,000. Mr. Curtiss has been in business there for nearly 50 years. He will go to Crawford, Neb., and engage in the grain and hay business with Roy C. Curtiss & Son.

The Springer, McComas Grain Company of Indianapolis, Ind., has work started on a 25-car capacity transfer elevator. The elevator and equipment it is said will cost \$60,000; entire investment amounting to between \$80,000 and \$100,000. The elevator will be of concrete construction, 107 feet high. The Reliance Construction Company are the builders. The elevator will be ready for operation by January 1.

## ILLINOIS

Farmers around Gilson, Ill., have decided upon erecting a new elevator there.

A \$12,000 elevator is being erected at McClusky, Ill., for the Farmers Elevator Company.

Palmer & Peck's elevator at Oakland, Ill., has been purchased by H. H. Wright of Brocton.

Robert & Pearson have sold their elevator located at Maquon, Ill., to the Maquon Farmers Elevator Company.

The Rosemond, Ill., elevator of James F. Umpleby of Pana has been taken over by the recently organized Rosemond Farmers Co-operative Association.

The Wright Elevator at Brocton, Ill., has been leased for a term of five years by the Brocton Elevator Company. J. O. Palmer of Oakland is the owner.

The charter of the Milledgeville Farmers Elevator Company at Milledgeville, Ill., has been amended and capital stock increased from \$15,000 to \$50,000.

The Goodwine (Ill.) Grain Company has increased its capital stock from \$5,000 to \$40,000 and changed its name to the Goodwine Co-operative Grain Company.

The Deer Creek, Ill., elevator of Ellis & Wagner has been sold to the Hudnott Company of Pekin. This company has rented it to the Farmers Grain & Stock Company.

The Craig, Ill., elevator of Harrison, Ward & Co., has been enlarged. The capacity now is 22,000 bushels or an increase of 10,000 bushels. J. M. Ledden is manager.

E. E. Bernard, Geo. H. Bernard, Leo Dondanville and Arthur Ness have incorporated at Serena, Ill., as the Co-operative Grain & Supply Company which is capitalized at \$30,000.

The Magee-Lynch Grain Company's Delta Elevator at Cairo, Ill., has been shut down during which time repairs were made. The plant is now open for business with improved handling facilities.

The elevators and coal industries at Little York, Eleanor and Woodeville (r. f. d. Loraine), Ill., have been purchased by James Wayne and William Wayne. Possession was given immediately.

Incorporation papers have been filed at Media, Ill., by the Media Farmers Grain Company, capitalized at \$25,000. The incorporators are: J. C. Brook, Edwin Voorhes, Robert N. Clark and E. G. Lewis.

Capitalized at \$200,000, the Corn Belt Elevator Company was incorporated at Peoria, Ill., with offices at 39 Board of Trade Building. Louis Mueller, Geo. L. Bowman and W. W. Newey are interested. The company has taken over the old Iowa Elevator site. Work is to be started at once

on the construction of a 450,000-bushel elevator. The new plant, which replaces the Iowa Elevator destroyed by fire a few years ago, will be of concrete construction entirely fireproof. The house will cost \$250,000.

The capital stock of the Forest City Grain Company at Forest City, Ill., has been increased from \$6,000 to \$44,000. The company has also changed its name to the Forest City Co-operative Grain Company.

The elevator of the Astoria Grain Company at Astoria, Ill., has been purchased by the Astoria Grain & Service Company. The former grain company was controlled by Irwin Carter, Frank Phipps and W. Hughes.

The Okawville Farmers Elevator Company has been incorporated at Okawville, Ill., capitalized at \$40,000. The incorporators are: William Grewe, Otto Hasheider, H. H. Brockmier, Fred Brammier and Julius Goings.

The Mechanicsburg Farmers Grain Company, which operates at Mechanicsburg, Ill., has increased its capital stock from \$10,000 to \$15,000. J. Frank Mooney is president and F. A. Brickey, secretary of the firm.

Farmers around San Jose, Ill., have organized a company and are looking for a grain elevator. Options have been had on the Braner-Fryer and Wayne Bros. plants at San Jose but no plant has been decided upon as yet.

Overhauling on the grain elevator of the Farmers Grain & Coal Company at Aledo, Ill., has been completed. The roof and siding was repaired and building painted. Also several changes were made to the interior of the house.

C. Beck, E. Tomlinson, R. B. Leslie, Geo. A. Tomlinson and A. M. Park have incorporated as the Tomlinson Siding Farmers Co-operative Company of Mt. Pulaski, Ill., capitalized at \$20,000. The firm will deal in grain, hay, seed, etc.

James Clayberg & Son have sold their elevator at Cuba, Ill., to the Cuba Co-operative Grain Company. The Cuba firm is building a new elevator but will do business in the Clayberg plant until the new one is completed.

The Risser & Rollins Elevator at Paxton, Ill., has been leased by the recently incorporated Paxton Cereal & Seed Company. W. H. Westbrook, Wm. Westbrook, Jr., Chas. R. Cruzen are interested. The company will deal in grain, coal, seed and feed.

The Bettendorf Elevator at Sublette, Ill., has been taken over by the Sublette Farmers Elevator Company. The farmers' company will conduct this elevator in conjunction with its own. The elevator will probably be dismantled and used exclusively for grain storage purposes.

H. S. Daniels and Herbert G. Neely are no longer associated with the Jersey Mercantile Company of Jerseyville, Ill. They have purchased the Groppe & Schneider Elevator Company's elevator which Carl G. Schneider and William H. Groppe have operated for 14 years. Messrs. Schneider and Groppe will retire because of ill health.

Farmers around Poplar Grove, Ill., have organized as the Poplar Grove Farmers Co-operative Company and elected the following officers: President, E. B. Greenlee; Fred W. Marlett, vice-president; John Foley, secretary and treasurer. The company has purchased the elevator and mill there formerly conducted by Warren M. Webster. Capital stock of the corporation is \$20,000.

## WESTERN

A new grain elevator is to be constructed at Lafayette, Colo., for the Lafayette Farmers Elevator Company. The building will be 40x76 feet.

Frank A. Alexander, D. E. Seligman and Chas. A. Farnsworth have incorporated at Santa Rita, N. Mex., as Alexander & Co. The company is capitalized at \$25,000.

The grain, hay and feed department of the Port Angeles Commission Company at Port Angeles, Wash., has been taken over by Geo. E. Frost. Chas. Pollock is associated with Mr. Frost.

The P. F. Brown Company recently filed incorporation papers at Lewistown, Mont., to build and operate a grain elevator and conduct a grain business there. The capital stock is placed at \$100,000.

A. G. Hay, J. W. Hedrick, S. L. Crane, C. F. Anderson and others have incorporated at Belt, Mont.,



as the Belt Farmers Mill & Elevator Company. The firm is capitalized at \$40,000 and will conduct a grain elevator, mill and creamery and mercantile business.

A concrete elevator of four units, each of 15,000 bushels' capacity, is to be erected at Ft. Collins, Colo., for the Colorado Milling & Elevator Company. The elevator will cost \$75,000.

W. H. Chipman is president; C. L. Warnick, vice-president; Geo. F. Shelley, secretary and treasurer, of the People's Mill & Elevator Company of American Fork, Utah. It is capitalized at \$50,000.

Plans have been made by the Pacific Coast Elevator Company for the erection of a new warehouse at Busbey Station, near Pullman, Wash., replacing the one burned. The new building will be 40x300 feet.

The Vale Milling & Elevator Company has been incorporated at Vale, Ore., capitalized at \$50,000. The incorporators are: H. R. Dunlap, Warren Armington, M. G. Hope, T. T. Nelson and G. F. Wildhaber.

The Farmers Elevator at Billings, Mont., formerly operated by Ladd & Cousins, has been purchased by the Montana Grain Growers' Association. The directors of the company include R. J. Healow, C. W. Daniels, H. Hendrickson, J. E. Glantz and A. C. Rosenow.

Articles of incorporation have been filed at Winifred, Mont., for the Winifred Mill & Elevator Company, capitalized at \$150,000. The company will build a flour mill and grain elevator and conduct same. F. J. Bronckhorst, J. A. Starke and B. L. Jones are interested.

#### OHIO AND MICHIGAN

A large elevator is to be constructed at Middle Point, Ohio, for the Middle Point Equity Exchange Company.

The capital stock of the Richwood Grain Company at Richwood, Ohio, has been increased from \$15,000 to \$25,000.

The grain elevator at Era (Mt. Sterling p. o.), Ohio, owned by the Mogan Estate, has been leased by the Orient Grain Company.

The North Fairfield Elevator Company is erecting a new grain elevator at North Fairfield, Ohio. The plant will be ready for occupation by fall.

Articles of incorporation were filed at Syracuse, Ohio, by S. A. Ranck as the Farmers Grain & Supply Company. Its capital stock is \$40,000.

Capitalized at \$50,000, the North Baltimore Grain Company has been incorporated at North Baltimore, Ohio. A. P. Johnson and others are interested.

The Millbury, Ohio, elevator has been taken over by the Bowling Green Co-operative Company. Mr. McDougall will act as manager of the elevators at Genoa and Millbury.

Ray Anderson recently returned from overseas service with the A. E. F., has resumed his old position with the elevator concern of Anderson & Son at Vermontville, Mich.

Articles of incorporation have been filed for the Farmers Grain Company which will operate at Bluffton, Ohio. J. C. Hochstetler, L. A. Oberly, Sidney Huber and others are interested.

Efforts are being made to interest farmers in the vicinity of New Paris, Ohio, in the organization of a co-operative elevator company to build an elevator and handle grain, flour, feed, etc.

The C. J. Hubbell Elevator at Ravenna, Ohio, has been taken over by the Mayhew Elevator Company. Possession was given August 1. The plant was built in 1903 and has a capacity of 40,000 bushels.

Farmers in the neighborhood of Urbana, Ohio, are contemplating organizing a company and purchasing the Cable and Mingo Elevators owned by O. M. Clark and turning them into co-operative enterprises.

The Cass Bean & Grain Company of Bay City, Mich., has recently purchased a bean buying station at Worth, Mich., and the elevator at Bay City, Mich. These plants will be remodeled and ready for the coming crop.

Long, Cobb & Co., have sold their hay and coal business at Olivet (Ainger p. o.), Mich., to the Olivet Elevator Company. George Rundle is manager of the business. E. C. Corey is president of the company.

Incorporation papers were recently filed at Polk, Ohio, for the Polk Elevator Company. Its capital stock is \$15,000. H. D. Lingle, H. H. Cunningham, T. Osborn, L. H. Smalley and R. J. Welch are the incorporators.

The Jordans have sold their elevator at North Lewisburg, Ohio, to R. W. Lenox of Richwood. The Jordans purchased the elevator some time ago. Mr. Lenox has been conducting the elevator under lease for two years.

The contract has been awarded and work started on the construction of a new warehouse to the grain elevator of the Elkenberry Bros. at Hamilton, Ohio. The warehouse will be concrete 36x50

feet and 18 feet high. It will be used exclusively for the storage of feed and hay. The capacity of the addition will be about 10 carloads daily.

Incorporation papers have been filed at Swanders, Ohio, by D. W. Yinger, Wm. W. Davis, G. W. Zedeker, J. E. Finkenbine and L. P. Gross as the Swanders Farmers Elevator Company. Its capital stock is \$40,000.

Earl Blair recently disposed of his grain elevator and flour mill at Edison, Ohio, to the Farmers Co-operative Company of which C. S. Coomer is president; Robert Nickols, secretary, and Wm. Vaughn, treasurer.

A company has been organized at Continental, Ohio, by the farmers who will handle their own grain in the future. They have bought an elevator from Morrison & Thompson and leased the elevator at Wisterman.

The business and properties of the Kent Milling & Elevator Company at Kalamazoo, Mich., has been purchased by the William Kuhns Milling Company of Coldwater. Purchase price is said to have been \$150,000.

B. R. Conner, W. E. Touvelle, Frank Folk, R. B. Gordon and M. I. Mooney have filed incorporation papers at Mendon, Ohio, as the Mendon Grain & Implement Company. The corporation's stock amounts to \$25,000.

The Bryan Farmers Co-operative Grain & Supply Company of Bryan, Ohio, has built a modern elevator with capacity of between 17,000 and 20,000 bushels. The building is fireproof and is of reinforced concrete.

Farmers in the neighborhood of Anna, Ohio, have organized a co-operative grain company and will either buy or build an elevator and operate same. Geo. W. Brackney, J. O. Snyder, W. E. Wenger and others are interested.

Brady Bros., Gillen & Brooks have purchased the grain elevator of Chas. Ozias, at Paulding, Ohio. W. M. Smith will have the management of the elevator. The Brady Bros. operate elevators at Batson, Worthington and Townley, Ind.

A farmers' elevator company is being organized at Sycamore, Ohio, capitalized at \$25,000. The firm will be known as The Sycamore Grain & Supply Company and will erect an elevator, handling grain, feed and farmers' supplies.

J. F. Guinther, S. G. Kurtz, J. E. Fink and others have incorporated at New Winchester (r. f. d. Bucyrus), Ohio, as the New Winchester Equity Company and will handle grain and other farm products. The corporation is capitalized at \$20,000.

The Jay Grain Company has disposed of its elevator at Ft. Recovery, Ohio, to the Ft. Recovery Equity Exchange. Extensive improvements are contemplated by the new proprietors which will make the plant up-to-date in every respect.

H. A. Kleppinger has taken over John Lea's elevator at West Sonora, Ohio. This he will conduct in connection with his feed store at Eaton. A new cleaning system is to be installed and new building erected to be used as a feed store.

The Spencerville Farmers Union Company has taken over the Laman Bros.' elevator at Spencerville, Ohio, for the consideration of \$10,000. C. C. Laman, former manager of the elevator, will remain in charge until new manager is found.

The warehouse of G. W. Spencer at Fredericksburg, Ohio, has been leased by the Wooster Grain & Feed Company. The Wooster company will open the plant and conduct a grain and seed business there under the management of W. J. Williams.

Incorporation papers have been filed at Armada, Mich., for the Armada Elevator Company. Capital stock is \$25,000. S. I. Stump, F. S. Finch and Herman D. Schirmer are the organizers of the company which will do a general farm produce and mercantile business.

The Farmers Grain Company has been incorporated at Maplewood, Ohio, capitalized at \$20,000. The incorporators are: F. A. Weis, Chas. W. Andrews, C. H. Howick, P. C. Miller and J. M. Weis. It has purchased the grain elevator of J. M. Pence Grain Company at Maplewood.

At a recent meeting of the Caledonia Co-operative Elevator Company at Caledonia, Mich., the stockholders decided to increase its capital stock from \$30,000 to \$50,000. J. W. Pickett is president; John Luneke, vice-president; M. R. Shisler, secretary, and Henry Adams, treasurer.

The H. R. Jones Company of Kenton, Ohio, has leased its grain, hay and straw business there to the Early & Daniels Company of Cincinnati, a well-known hay firm. J. R. Furnish will be in charge of the Kenton branch. The Jones firm was established in 1890 by the late E. E. Jones. The Early & Daniels concern has been in business for 38 years.

The Fayette Elevator Company of Fayette, Ohio, has been granted a state charter and will conduct a general grain and produce business and operate a flour mill. The company also expects to erect a grain elevator in the near future. The firm has

already purchased a grain cleaner of 500 bushels' capacity per hour which will be installed in the mill until the elevator is ready for operation.

The grain elevator at Ray, Ohio, has been purchased by the Tri-State Co-operative concern for the consideration of \$7,000.

#### MISSOURI, KANSAS AND NEBRASKA

An elevator is to be opened at Lenora, Kan., by J. M. Decker.

John Mayer has sold his Shubert, Neb., elevator to Tom Howard.

An elevator is to be constructed at Eureka, Kan., for A. Burt and John Roby.

The George E. Gano Grain Company have located permanently at Larned, Kan.

The plant of the Baker Grain Company at Atchison, Kan., is undergoing repairs.

The elevator of the Bell Bros. at Madison, Kan., has been equipped with electric motors.

The Farmers Elevator at Hendley, Neb., has been equipped with a new Fairbanks Scale.

The elevator of the Wilson-Roberts Grain Company at Columbus, Kan., has been remodeled.

Arthur Stubbs and Arthur Dippold have purchased the Dippold Elevator at Edwards, Mo.

Capitalized at \$16,000 the Whiteside Elevator Company has been incorporated at Whiteside, Mo.

A 25,000-bushel elevator will be constructed at Paris, Mo., by Frank McAfee and Wilbur Patrick.

The new elevator under course of construction at Devon, Kan., has been purchased by Chas. Busbey.

The Lee Greenley Elevator at Novelty, Mo., has been purchased by E. J. Howerton and Melvin Griffith.

The Hogan Milling Company is building an elevator of 50,000 bushels' capacity at Junction City, Kan.

Capitalized at \$20,000 the Chester L. Weekes Grain Company has been incorporated at Atchison, Kan.

A new elevator is under course of erection at Eureka, Kan., for the owners of the Eureka Roller Mills.

The Farmers Grain, Stock & Mercantile Company Truck Dump to be installed in its elevator at Halstead, Kan.

The Ahmann Elevator at Case, Kan., has been purchased by the Farmers Mutual Co-operative Union.

A modern elevator costing \$22,000 is to be constructed at Tilden, Neb., for the Farmers Elevator Company.

The Morse Co-operative Union Grain Company has been incorporated at Morse, Kan., capitalized at \$30,000.

The Stanley Co-operative Grain Company has been incorporated to operate at Stanley, Kan., capitalized at \$30,000.

The Archer Elevator at Mountain Grove, Mo., has been leased by D. W. McEwen. The elevator is operated by electricity.

An elevator at Powel, Neb., has been purchased by Ralph Butler. He will take charge of running the plant in a short time.

The Prairie Lick (r. f. d. Boonville), Mo., elevator of M. J. Felten has been taken over by J. B. Bryan for a consideration of \$2,000.

James Morrison has leased from W. M. Bruce the elevator at Ragan, Neb. The plant will be operated as James Morrison & Co.

The Farmers Co-operative Elevator Company has been incorporated at Mt. Hope, Kan. Capital stock of the firm amounts to \$20,000.

O. G. Knox and others have incorporated at Riverdale, Neb., as the Farmers Co-operative Elevator Company, which is capitalized at \$25,000.

The elevator of the Wright & Leet Grain Company at Gilead, Neb., has been taken over by the Farmers Union. C. A. Jackson is manager.

The Cherryvale Grain Company of Cherryvale, Kan., has completed the remodeling of its elevator and equipped same with a 10-ton Howe Scale.

The Brookville Farmers Union Co-operative Business Association has purchased the grain business of W. F. Hinerman & Son at Brookville, Kan.

Eight concrete grain storage tanks of 20,000 bushels' capacity each are to be erected at Hays, Kan., by the owners of the Wheatland Elevator.

The business of the Farmers Equity Corporation at Grant, Neb., including the elevator has been sold to The Kellogg Grain Company of Denver.

C. M. Moss, F. L. Ewing and A. G. Sullivan have incorporated at Nevada, Mo., as the Moss-Head Grain Company, capitalized at \$75,000. The company will handle grain and operate a mill.

The Windell Bros. have sold their elevator at Fortescue, Mo., to the recently organized farmers' company. The consideration was \$15,000. Geo. Hopper is president; W. H. Alkire, treasurer and



secretary; Geo. W. Hinkle, treasurer and secretary; J. W. Hill, manager of the company.

The Farmers Elevator Company was recently incorporated at Pleasant Green, Mo., and will handle grain, seeds and flour. Its capital stock is \$10,000.

A grain warehouse and seed house of either brick or concrete construction is to be erected at Cedarville, Kan., for the L. C. Adams Mercantile Company.

Articles of incorporation have been filed at Scranton, Kan., by the Farmers Co-operative Elevator Company. Its capital stock amounts to \$15,000.

The Farmers Co-operative Elevator Company of Mexico, Mo., has built an elevator there of 25,000 bushels' capacity. The plant is of concrete construction.

The Osage City, Kan., elevator and feed store of Asher Adams has been purchased by Fred and H. M. Anstead of Lyndon, who operate as the Anstead Bros.

The Farmers Elevator Company has been formed at Pilot Grove, Mo., by farmers of that vicinity and have purchased the elevator business there from A. G. Olson.

The Taylor Miller Elevator at Salina, Kan., has been leased by the Robinson Grain Company. The plant has a capacity of 25,000 bushels. U. S. Kistler will have charge of the plant.

A modern grain elevator with handling capacity per day of 10,000 bushels is to be built at Cameron, Mo., for R. O. Pixlee. The plant will have a storage capacity of 100,000 bushels.

A modern grain elevator of 20,000 bushels' capacity is under course of erection at Liberal, Kan., for the Bolin-Hall Grain Company. This will replace the plant which burned recently.

Ira E. Gates is president; Chas. B. Galley, vice-president, and E. L. Mueller, secretary and treasurer of the Farmers Union Co-operative Association recently incorporated at Lincoln, Neb., capitalized with stock of \$200,000.

A grain elevator 62x170 feet of concrete, steel and brick construction, is to be erected at St. Louis, Mo., for the Valier & Spies Milling Company. The plant will cost \$75,000. James Stewart & Co., Inc., are the contractors.

A grain elevator with capacity for handling 1,250,000 bushels wheat is to be built at Salina, Kan., by an organization headed by John Webber, president of the Webber Milling Corporation of Salina. The plant will cost \$400,000.

Articles of incorporation have been filed at New Hampton, Mo., as the Farmers Grain Produce & Mercantile Company, capitalized at \$40,000. The incorporators are: F. O. Peasley, M. B. Kelim, John Scott, Jos. Funk and A. H. Carter.

The Associated Mill & Elevator Company of Kansas City, Mo., of which H. C. Nunn is president, has let the contract to the Lehrack Construction & Engineering Company for a new elevator of reinforced concrete and steel with capacity of 500,000 bushels.

The bonus offered by the St. Louis (Mo.) Merchants Exchange for the erection of a grain elevator there has been accepted by a concern headed by R. C. Jackman, of Lawrence, Kan., representative of the Bowersock interests. The firm has leased a site and will erect a 1,000,000-bushel grain elevator.

The Hunter-Robinson Milling Company of St. Louis, Mo., has changed its name to that of the Robinson Milling & Grain Company and will in the future conduct a general grain and feedstuffs business. Ward Smith will be in charge of the grain department.

Additional grain storage is being provided the Southwestern Milling Company of Kansas City, Mo., in the erection of 20 tanks, 26 feet in diameter and 85 feet high with headhouse 105x52 feet and 170 feet high. The total additional capacity will be 1,000,000 bushels.

The capital stock of the Security Elevator Company at Hutchinson, Kan., has been increased \$150,000. The elevator company has purchased an elevator at Guymon, Liberal, Hayne, Minneola, Joy and Ford. Their new elevator at Hutchinson will have a capacity of 500,000 bushels.

## THE DAKOTAS

The other elevator at Crocus, N. D., has been purchased by the Farmers Elevator Company.

A new elevator to be constructed on the co-operative basis is to be constructed at Tokio, N. D.

The Dell Rapids, S. D., elevator of the McCaul-Webster Company, has been purchased by C. B. Zeek.

The elevator at Tyler, N. D., has been taken over by H. W. Worner. He will operate the plant in the future.

The site at Pierpont, S. D., formerly occupied by the National Elevator and on which now stands a modern elevator, has been purchased by O. B.

Light. Mr. Light has made plans to install a new cleaner in the elevator and will conduct both this one and his old plant.

L. C. Gibbons has disposed of one of his elevators at Forestburg, S. D., to the Farmers Co-operative Company.

The elevator and business of H. H. Nixon at Woodworth, N. D., has been sold to F. M. Cook of Hobson, Mont.

John E. Wudel has purchased the interest in the elevator at Parkston, S. D., formerly held by Chas. Zehnpenning.

The Regent, N. D., elevator of the Empire Elevator Company is being rebuilt. The old plant burned last winter.

The house of the Acme Grain Company at Oriska, N. D., has been purchased by the Monarch Elevator Company.

The Farmers Elevator Company of Valley City, N. D., is improving its plant with a new office. The office will be 14x20 feet.

John Clefisch has sold his grain elevator business at Spencer, S. D. He will in the future engage in farming and stock raising.

J. H. Vorachek, B. Lander and others have incorporated at Souris, N. D., as the Souris Farmers Elevator Company. Its capital stock is \$15,000.

W. L. Belden, M. Brown and Herbert Roberts have incorporated at Shields, N. D., as the Farmers Elevator Company. Its capital stock is \$25,000.

The Marion, N. D., elevator of The Tausan Elevator Company, has been sold to Mr. Richards of Clifford, N. D., possession of which was given on August 1.

Farmers in the neighborhood of McHenry, N. D., organized into a stock concern, have purchased the Farmers Elevator there for the consideration of \$7,500.

The old elevator at Hitchcock, S. D., owned by John Kingdom, has been torn down. Work has been started on the new plant which will replace the old one.

The stockholders of the Farmers Elevator Company of Fryburg, N. D., have come to the conclusion to close their elevator until next season, it is reported.

A new elevator of from 30,000 to 40,000 bushels' capacity is to be constructed at Scotland, S. D., for the Farmers Elevator Company. The old elevator will be left intact.

The old Skagen Elevator situated at Litchville, N. D., has been purchased by the Equity Co-operative Exchange of St. Paul. The consideration was placed at \$7,000.

The Gaskild Torrence Elevator at Colome, S. D., has been taken over by Ralph Kositzky. Mr. Kositzky will operate the plant under the name of the Rosebud Grain Company.

H. H. Kniefel has disposed of his interest in the Kniefel & Zeeveld Elevator Company at McVie, N. D., to H. E. Zeeveld. He will continue the business as the H. E. Zeeveld Grain Company.

The Farmers Co-operative Grain Company has been incorporated at Page, N. D., by the following: O. B. Gray, H. F. Short, C. A. Coen and W. Jorgenson. The company is capitalized at \$20,000.

The contract has been awarded by the Faulkton Farmers Elevator Company of Faulkton, S. D., for the erection of a new elevator. It is expected that the plant will be ready for operation by September 1.

Incorporation papers have been filed by the Grain Growers Milling & Elevator Company which will operate as a co-operative company at Sharon, N. D. The company formerly operated as a stock concern.

The Smith & Bond Elevator, an old plant at Wentworth, S. D., has been torn down and lumber shipped to Henkin, a new town in South Dakota, where it will be used in the construction of a new elevator.

Interest in the Empire Elevator at New England, N. D., has been purchased by E. S. Curry. An addition is being built to the engine house which change will make possible another room for office quarters.

The Farmers Elevator Company recently organized at Roscoe, S. D., has made plans for the erection of a modern grain elevator. It is hoped that the elevator will be completed in time to handle this year's crops.

The E. A. Brown Elevator located at Elkton, S. D., has been taken over by Geo. J. Sexauer & Son. Geo. Ahnsenmacher will remain there as manager. The new owners are making numerous improvements to the elevator.

The following have purchased from the Trapp-Gohr-Donovan Company of Omaha, Neb., "Trapp" Auto Truck Dumps and "Trapp" Combination Truck and Wagon Dumps: Farmers Co-operative Elevator Company, Viborg, S. D., Combination Auto Truck and Wagon Dump; A. H. Betts, Mitchell, S. D.,

Auto Truck Dump for Montrose, S. D., elevator; Wessington Equity Exchange, Wessington, S. D., Auto Truck Dump; Farmers Co-operative Elevator Company, Wakonda, S. D., Combination Auto Truck and Wagon Dump; Siberz Bros. & Craig, Tulare, S. D., and Alpena, S. D., two Auto Truck Dumps; A. W. Stoner, Iroquois, S. D., Auto Truck Dump; McCaul-Webster Elevator Company, Sioux City, Iowa, for Elk Point, S. D., elevator, Combination Wagon and Truck Dump; Co-operative Grain & Lumber Company, Montrose, S. D., Auto Truck Dump; Farmers Elevator, Marion, S. D., Auto Truck Dump and Farmers Co-operative Association, Marion, S. D., Combination Auto and Wagon Truck Dump.

The Eagle Roller Mill Elevator at Hitchcock, S. D., is undergoing numerous improvements and remodeling.

A modern elevator 28x32 feet with 14-foot posts is being erected on the farm of C. Hartman at Litchville, N. D.

Half interest in the Hurdfield Co-operative Elevator Company at Hurdfield, N. D., has been purchased by W. M. Thompson.

The J. M. Hartin Elevator at Lakota, N. D., has been remodeled and overhauled. The cupola has been raised and cleaners and four motors are being installed.

Construction work has been completed at the elevator of the Farmers Elevator Company at Kelso, N. D. The plant has a capacity of 50,000 bushels and is equipped with the latest type of machinery for handling grain.

The Monarch Elevator Company of Minneapolis, Minn., has purchased the elevator at New Leipzig, N. D., belonging to the Slope Grain Company. The elevator has been operated for the past two years under the management of F. M. Dattloff.

Work has been completed on the new elevator of the Farmers Elevator Company at Cleveland, N. D. The old elevator was torn down to make room for the new plant which has a capacity of 60,000 bushels and which is equipped with modern machinery.

The Shanard Bros. of Bridgewater, S. D., purchased at auction the elevator of J. A. Christopher at Parker, S. D. At this auction the coal sheds, flour mill and elevator were offered for sale. F. L. Clisby of Parker purchased the mill and Frank Schuknecht the coal houses.

## IOWA

Numerous repairs are being made to the elevator plant of the Farmers Elevator Company of Aplington, Iowa.

An addition of 45,000 bushels' capacity is being erected to the elevator of P. L. Rivard of Pocahontas, Iowa.

St. Clair & Son have disposed of their grain elevator business at Auburn, Iowa, to the King Wildor Grain Company.

The elevator of F. W. Prestley at Morrison, Iowa, has been purchased by the Farmers Elevator Company of which Jos. S. Burns is president.

O. B. Zuck and W. I. Shaw have incorporated at Cedar Rapids, Iowa, as the Northland Feed & Grain Company. Its capital stock is \$25,000.

The elevator and lumber yard at Mt. Hamill, Iowa, formerly owned by O. A. Talbot & Co., of Keokuk, has been sold to the Farmers Union.

The Farmers Company of Traer, Iowa, will rebuild the Rock Island Elevator. The cost of improvements will be between \$4,000 and \$5,000.

The Farmers Union of Cass Township, Iowa, is the new owner of the elevator of Harris & Albright at Lewis, Iowa. Immediate possession was given the farmers.

The Rothschild Grain Company of Atlantic, Iowa, has increased its capital stock from \$100,000 to \$200,000. Emil Rothschild is president and A. Rothschild, secretary of the firm.

Incorporation papers have been filed at Earlham, Iowa, by S. G. Golightly, William Ackerman and Henry Thompson as the Farmers Elevator Company. Its capital stock is \$50,000. The company will build a new elevator at once.

Three elevators at Germania, Gridley and Dolli-ver, Iowa, have been purchased by J. P. Schissel and his son, Arthur. They will operate under the firm name of A. C. Schissel & Co. Arthur C. Schissel will act as manager of the three elevator plants.

A concrete elevator costing \$25,000 is to be constructed at Oyens, Iowa, for the Plymouth Milling Company. This will replace the plant which burned last month. It will have capacity of 20,000 bushels. The company will also build a flour storage house.

The Terminal Grain Corporation, Sioux City, Iowa, has placed an order with the Strong-Scott Manufacturing Company for a Morris Grain Drier costing \$38,000. The drier is to be installed in the new 800,000-bushel elevator. It has a capacity of



1,000 bushels grain an hour and extracts 6 per cent of the moisture it contains. The house in which the drier is to be installed is 18x32 feet and 40 feet high.

The Hastings, Iowa, elevator has been taken over by Gund & Sein, who have their headquarters at Atlantic, Iowa. The company now owns elevators located at Elk Horn, Kimballton, Smith Lake (no p. o.), Hansen Heights (no p. o.), Emerson and Hastings.

The old elevator at Storm Lake, Iowa, is being moved by the Truesdale Farmers Elevator Company to make room for the new elevator and feed house to be constructed there. The new building will have a capacity of 50,000 bushels and will be fireproof throughout.

The elevator at Eldorado, Iowa, recently purchased by John Potgeter from Mr. Froning has been overhauled and renovated. A new office has been built and modern office equipment installed. The motor was moved to the cupola; automatic grain scale installed and other minor improvements made. Mt. Potgeter has leased the elevator at Hughes and is operating that plant already.

The Trapp-Gohr-Donovan Company of Omaha, Neb., reports the sale of its Auto Truck Dumps and Combination Auto Truck and Wagon Dumps to the following: Central Roller Mill Company of Idaho Grove, Iowa, for its elevator; Mystic Milling Company, Sioux City, Iowa, for its elevator; Farmers Co-operative Elevator & Supply Company, Alta, Iowa; Farmers Grain Company, Akron; Galva Union Elevator Company, Galva; Hakes & Nelson, Mason, Iowa; Hunting Elevator Company, Alton, Iowa; Farmers Co-operative Company, Oakland, Iowa.

## CANADIAN

Joseph Laplante, grain and hay dealer of Lachine, Que., has been registered recently.

LaFleche Melaval Farmers Elevator Company of Regina, Sask., has been struck off register.

The Portage Milling & Transfer Company is building a \$40,000 elevator at St. Boniface, Man.

R. M. Pincombe of Strathroy has purchased the property of the late John Mills and will move the grain elevator from its present location to a site more conveniently situated.

The Agricultural Committee of the House of Commons, Canada, has recommended that a grain elevator, costing about \$1,000,000, be erected at Ontario. The structure may be located at Toronto, Ont.

The Quaker Oats Company of Edmonton is building a new elevator on the site of the old one, adjacent to the C. P. R. tracks, opposite the station, and work is progressing nicely. Mr. Page, the general manager, will be ready to do business as soon as the new crop begins to move. The elevator will be modern in every respect. It is built on a solid stone and cement foundation and will be equipped with automatic dump scales. Its capacity will be 65,000 bushels.

## MINNESOTA AND WISCONSIN

An elevator at Dawson, Minn., has been purchased by Robert Swanson.

Remodeling is being done to the St. Anthony & Dakota Elevator at Kent, Minn.

Geo. Walsh has purchased the elevator of the Farmers Elevator Company at Danvers, Minn.

Capitalized at \$20,000, the Halstad Elevator Company has been incorporated at Halstad, Minn.

A new farmers' elevator is to be constructed at Waterville, Minn. The plant will cost \$12,000.

The Borgeding Elevator at Freeport, Minn., has been purchased by the farmers of that locality.

Repairs are being made on the elevator of the Bennett Grain Company at Minnesota Lake, Minn.

The Bingham Bros.' elevator at Comfrey, Minn., has been purchased by the Englund Grain Company.

A modern elevator costing \$20,000 is to be erected at Ruthton, Minn., for the Farmers Elevator Company.

The elevator at Porter, Minn., known as the Fisher Elevator has been purchased by F. J. Speight.

The Great Western Elevator at Hitterdal, Minn., has been purchased by the Equity Farmers Grain Company of Hitterdal.

Incorporation papers were filed at De Forest, Wis., by the De Forest Grain & Feed Company. Its capital stock is \$20,000.

A petition has been filed asking that the Dennison Farmers Mercantile & Elevator Company of Dennison, Minn., be dissolved.

The capital stock of the Casco Milling & Elevator Company operating at Casco, Wis., has been increased from \$25,000 to \$40,000.

The Cargill Elevator Company of North Dakota has been incorporated in the state of Minnesota capitalized at \$300,000. Its Minnesota headquar-

ters will be at Minneapolis. John H. MacMillan is president; Austin S. Cargill, secretary and Edwin S. Mosers, treasurer.

The Milan Farmers Elevator Company operating at Milan (r. f. d. Hagan), Minn., is to be reorganized into a co-operative company.

A modern elevator of 25,000 bushels' capacity is to be constructed at Watkins, Minn., replacing the Farmers Elevator which was burned some months ago.

The interest of T. D. Wheeler in the Menasha Wholesale Company at Menasha, Wis., dealers in grain, feed and flour has been sold to John Hoheisel.

A \$50,000 addition is to be erected to the house of the Farmers Terminal Elevator at Burlington, Wis. This will double the present capacity of the elevator.

The Farmers Elevator Company of Renville, Minn., at its recent annual meeting voted to change its articles of corporation making the company a co-operative concern.

The elevator and other buildings owned by the Bloomer Produce Company at Bloomer, Wis., have been sold to 10 members of the Chippewa County Shipper's Association.

The Christy Elevator at Westbrook, Minn., has been purchased by K. Krueger. He is making improvements on the plant making it modern and up-to-date in every particular.

The Ormsby Farmers Elevator Company of Ormsby, Minn., has amended its charter increasing its capital stock from \$10,000 to \$25,000. J. H. Toedt is president of the firm.

The St. John Elevator at Lakefield, Minn., has been purchased by E. P. Allison. Mr. Allison has been in charge of the Farmers Co-operative Elevator at Lakefield for a number of years.

The elevator at Pratt, Minn., has been taken over by the R. E. Jones Company of Wabasha. Improvements are being made to the elevator. The Jones company also owns a grain elevator at Bixby.

A. O. Casberg & Son, Inc., were recently incorporated by A. O. Casberg, C. Casberg and Earling Casberg, at Holmen, Wis. Its capital stock is \$30,000. The concern will handle grain, feed, flour and produce.

F. J. Johnson has sold his elevator which has been conducted at Menasha, Minn., as the Independent Elevator to a co-operative company of farmers. William Doran is president of the farmers' company.

Articles of incorporation have been filed at Woodstock, Minn., by J. C. M. Jahncke, Henry Kellen, William Holdgrafer and others as the Farmers Elevator Company of Woodstock. J. C. M. Jahncke is president.

The Theresa Farmers Union has been incorporated at Marshville, Wis., to handle grain, lumber, feed, etc., and is capitalized with stock of \$5,000. The incorporators are: Joseph Kohe, Andrew Greiner and Edwin Erdmann.

The Farmers Elevator Company of Hastings, Minn., has made plans for the erection of a feed mill to its elevator. L. E. Hageman was recently elected president of the firm. A dividend of 30 per cent was declared at the company's annual meeting.

The Oslo, Minn., and Poland, N. D., grain elevators of the Atlantic Elevator Company were sold to a company of men located at Alvarado. The new company will operate at Oslo as the Oslo Grain & Fuel Company and at Poland as the Poland Grain & Fuel Company.

The LaSalle Farmers Grain Company has been incorporated at LaSalle, Minn., by the following: C. W. Bolin, Anton Oredson, N. L. Nelson, H. C. Evjen and others. The company is capitalized at \$20,000 and will conduct a general buying and selling business in grain and an elevator and warehouse.

Articles of incorporation have been filed at Limecreek, Minn., as the Limecreek Farmers Elevator Company. The company is capitalized at \$25,000 and will conduct a grain, feed, seed, etc., handling business. Garrett Nantkes is president; John Henkels, vice-president; F. F. Kirchner, secretary-treasurer.

The elevator and feed house at Campbellsport, Wis., conducted since last March by M. N. Altenhofen, has been disposed of by him to E. F. Messner and Anton E. Ketter. The new firm will be known as Messner & Ketter. Mr. Altenhofen purchased the elevator and coal business from Curran & Schmidt last March.

The Mississippi Elevator at Minneapolis, Minn., has been purchased from the Banner Grain Company by the Sterling Grain Company. Possession was given on August 1. R. E. Tearse is president and treasurer of the company; C. E. Crangle, vice-president; Harold H. Tearse, secretary. The elevator has a capacity of 600,000 bushels and consists of 16 steel tanks and a working house.

J. F. Dunn, P. W. Dickey and Louis L. Dunn have filed incorporation papers at Black River Falls, Wis., as the Riverside Mill & Elevator Company. Capital stock is \$50,000.

## SOUTHERN AND SOUTHWESTERN

Sims & Huffhines are now building a new grain elevator at Hobart, Okla.

Wiley Turner is erecting a grain warehouse at Abilene, Texas, 50x140 feet.

Harry Stead has erected a grain elevator adjacent to his feed store at Dewey, Okla.

Bower, Brown & Baxter of Broken Arrow, Okla., are building a modern elevator at Bixby, Okla.

A grain elevator of 100,000 bushels' capacity is being erected at Macon, Ga., for the Modern Flour Mills.

The A. J. Price Flouring Mill Company of Glen Rose, Texas, is constructing a concrete elevator at its plant there.

The Brandon Grain Company of Dothan, Ala., is equipping its elevator with a new Western Snap Corn Separator.

A brick warehouse, 75x120 feet, is to be built at McAlester, Okla., by Hardeemann-King Grain & Elevator Company.

The Alva Roller Mills of Alva, Okla., have purchased a "Trapp" Auto Truck Dump to be installed in their elevator at that point.

A company has been organized at Cheyenne, Okla., by E. W. Crane, T. L. Turner and W. M. Ballard to build an elevator there.

The Drennan Grain Company of Oklahoma City, Okla., has sold its elevator at Cordell, Okla., to the Nelson Elevator Company of Clinton.

The two grain warehouses of J. R. Hale & Sons at Murfreesboro, Tenn., and their grain commission business have been sold to T. Wright.

Guy R. Meyer, J. M. Flinn, P. E. Burnet have incorporated at Manchester, Okla., as the State Line Grain Company. Its capital stock is \$15,000.

The Marianna, Fla., elevator of the Brandon Mill & Elevator Company is being equipped with a Western Snap Corn Separator and Steel Feeder.

J. H. Davis, J. T. Boland and Floyd Kimble have incorporated at Tuttle, Okla., as the Farmers Exchange Elevator. The capital stock of the firm is \$15,000.

J. G. Gottlieb, C. O. Daliet and Dan Moody have incorporated at Taylor, Texas, under the title of Gottlieb Grain Company. Capital stock amounts to \$1,000.

Douglas, Cator & Barnes have under course of construction a modern grain elevator of 25,000 bushels' capacity at Stratford, Texas. The plant will cost \$12,000.

The charter of the Dixie Flour & Grain Company operating at Laurens, S. C., has been amended and the capital stock of the firm increased from \$10,000 to \$35,000.

The Farmers Elevator Company was recently incorporated at Skiatook, Okla., by A. H. Brown, Frank F. Cochran and R. A. Stephens. Its capital stock totals \$25,000.

The Conforth Grain Company of Waco, Texas, has changed its name to that of the Sley-Conforth Grain Company. It also increased its capital stock from \$5,000 to \$50,000.

The Seaboard Mills Company of Henderson, N. C., has been incorporated, capitalized at \$100,000. The company will erect an elevator of from 30,000 to 50,000 bushels' capacity.

The Community Grain Company has been incorporated at San Juan, Texas, capitalized at \$25,000. The organizers are: Wm. J. Buttachau, P. J. Williams and Oliver C. Aldrich.

The West Texas Grain Company was incorporated recently by W. P. Wortham, J. B. Bowie and T. D. Watkins at Sweetwater, Texas. The company is capitalized at \$25,000.

A modern grain elevator of 30,000 bushels' capacity and a handling capacity of 1,000 bushels per hour, has been built at Frederick, Okla., by T. R. Keeter and J. M. Smith.

The Skedee Co-operative Grain Company has been incorporated at Skedee, Okla., capitalized at \$10,000. The incorporators are: E. M. Funkhouser, John Oakleaf and E. L. Walls.

The Buffalo Northwestern Grain Company has been incorporated to operate at Buffalo, Okla., capitalized at \$16,000. E. G. Johnson, B. E. Williams and L. E. Walker are interested.

The Edinburg Elevator & Milling Company has been incorporated at Edinburg, Texas, by Frank Flanagan, B. F. Richey and W. H. Gossage. The company is capitalized at \$12,000.

Mrs. Mattie Grubb's interest in the grain firm of Randels & Grubb operating at Enid, Okla., has been taken over by W. M. Randels. Mr. Randels thereby assumes all responsibility. This firm, which conducts 18 elevators in Oklahoma, was



formed 15 years ago as a partnership between Mr. Randels and W. S. Grubb. Upon the death of Mr. Grubb his interest in the business was assumed by his widow.

A new elevator of 250,000 bushels' capacity is to be erected at Johnson City, Tenn., for the Modern Mill Company. The plant will be of steel and concrete, and will include 14 tanks each 100 feet high.

A large terminal elevator is to be constructed at Enid, Okla., this October. The plant will have a capacity of 1,250,000 and will cost \$500,000. Further details have not as yet been published concerning the elevator.

The Farmers Union Supply Company has amended its charter to operate at Versailles, Ky., with an increased capital stock of \$35,000. The firm's capital stock was formerly \$15,000. The company operates an elevator and mill.

The Panhandle Grain & Elevator Company of Amarillo, Texas, which operates a number of elevators in the Panhandle, has purchased the elevator and mill at Canyon, Texas. It is stated that the plant will be enlarged and improved.

Chas. E. Weisenburg, Norman Drum and Leo J. Drum, stockholders of the Capital Grain & Feed Company of Montgomery, Ala., have filed a notice stating that the company has been dissolved. The stockholders will continue the business as a partnership.

The E. L. June Grain Company has purchased

July 30. The elevator had not been in use for J. H. Shaw. The new owner has installed a 6-ton Fairbanks-Morse Wagon Scale and made several improvements on the elevator.

Wooden elevators are to be built at Lelia Lake and Hedley, Texas, for Robt. D. Fields and Nat. S. Perrine, who have formed a partnership there. The contracts were let to the Burrell Engineering & Construction Company. The plants will have capacity of 15,000 bushels each.

A state charter has been issued the Richmond (Va.) Public Elevator & Storage Corporation, capitalized at \$500,000. The company will operate a grain elevator of 500,000 bushels' capacity with hay storage house. W. G. Bragg is president; Julian A. Hill, vice-president; Benj. L. Purcell, secretary and treasurer.

J. M. Kirkland of Graceville, Fla., has let the contract to The Brandon Construction Company of Marianna, Fla., for the erection of a 15,000-bushel grain elevator, studded type, and same is to be equipped throughout with the Western line of machinery, including their latest improved Snap Corn Separator.

The Wright Milling Company, recently incorporated at Bluefield, W. Va., has let the contract to Deverell, Spencer & Co., contractors, for the erection of a fireproof grain elevator of from 50,000 to 60,000 bushels' capacity. The company has also purchased an elevator scale, separator and elevating machinery.

Poultry Food Company and were purchased later by the Park & Pollard concern who also erected additional buildings. The new additions were not touched by the fire.

Huntley, Mont.—Lightning struck and caused numerous fires in the Cousins Elevator. Quick action on part of the men around the elevator saved it from being burned down.

Sheldon, Iowa.—Fire starting in the Long & McKay ice house spread to the two storage elevators of the Scott Logan Milling Company and destroyed them also. The mill property was partly covered by insurance.

Los Banos, Calif.—Together with 3,400 bags of barley, 5,000 bags feed, the grain warehouse of Miller & Lux was destroyed by fire on July 17 with a loss of \$150,000. The machinery contents were also destroyed.

Coburg (mail Harlem), Mont.—Fire of unknown origin destroyed the Equity Co-operative Elevator and coal sheds on July 14. Insurance amounting to \$13,000 was carried on the elevator. A small quantity of wheat and flax was destroyed.

Colwell, Iowa.—Lightning struck and set fire to the Farmers Co-operative Elevator. The plant was totally destroyed with a loss of \$15,000, fully covered by insurance. At the time of the fire there were 7,000 bushels of grain in the building, all of which was burned.

Pesotum, Ill.—The grain elevator of Davis, Burton & Gardner was totally destroyed by fire resulting, it is believed, from spontaneous combustion in a dust box. About 6,200 bushels of grain, wheat, corn and oats were stored in the plant at the time of the fire.

Villard, Minn.—Fire threatened for a time to destroy the Farmers Elevator. The fire caught from the exhaust pipe of the engine and was in between the steel sheeting inside and outside of the elevator. The blaze was extinguished before serious damage was done.

Fairview, Ohio.—With more than 4,500 bushels of wheat the large grain elevator owned by Grant Campbell of Atlanta was burned on July 30. A car loaded with wheat standing on the siding at the elevator was also destroyed. The fire is supposed to have started from the gasoline engine.

Kingsley, Iowa.—The Farmers Elevator Company was destroyed by fire caused by lightning. Lightning also struck the elevator of T. S. Cathcart & Sons and it is thought that a part of this started the fire in the Farmers' elevator. Loss is estimated at \$40,000. A loaded car of corn was destroyed.

New Sharon, Iowa.—The H. B. McVeigh Grain Elevator was totally destroyed by fire with a loss of about \$50,000. The elevator was practically new and equipped with electrically operated machinery throughout. About 6,000 bushels corn and small quantity grain destroyed. Loss partly covered by insurance.

Port Colborne, Ont.—On August 9 the Canadian Government Elevator was wrecked, supposedly by a dust explosion. Nine people were killed in the catastrophe. The loss to the Canadian Government is estimated at \$1,500,000. The plant had a capacity of 2,500,000 bushels and contained 500,000 bushels at the time of the explosion. Part of this can be salvaged. All of the interior of the elevator was destroyed completely; only the outside concrete walls are standing.

## OBITUARY

the elevator at Augusta (Carmen p. o.), Okla., from BARNETT.—William Barnett died recently at Philadelphia, Pa. He was an old member of the Philadelphia Commercial Exchange, and had joined the organization 63 years ago.

DUNCAN.—At the age of 53 years, J. W. Duncan, a prominent Palmyra, Ill., grain dealer, died at a hospital at Jacksonville, Ill.

GIDDINGS.—After a short illness from erysipelas, A. B. Giddings passed away at his home in Milledgeville, Ohio. Mr. Giddings was associated with his brother, H. W. Giddings, in the operation of the Giddings Bros.' elevators at Milledgeville and Octa. His son and widow survive him.

HAYNES.—Willett F. Haynes died in Chicago, Ill., at the age of 81 years. He was a well-known retired grain merchant of Chenoa, Ill.

LeCOMPTE.—At the age of 82 years, Joseph B. C. LeCompte of St. Louis, Mo., died. Mr. LeCompte was a retired grain and commission merchant. At one time he was vice-president and general manager of a flour mill at Ste. Genevieve, Mo., where he was born. Five daughters and two sons survive him.

MEYER.—Geo. J. Meyer died at Buffalo, N. Y., after a long illness. He was president and principal owner of the grain and malt firm of G. J. Meyer Maltng Company.

McCAMPBELL.—Amos McCampbell died at Harrodsburg, Ky., on July 25, aged 72 years. He was a well known grain and stock broker and was at one time vice-president of the Chicago Board of Trade. He retired from active business about 10 years ago.

PATTON.—An acute attack of appendicitis caused the death of Max M. Patton at a Des Moines, Iowa,

hospital on July 16. Mr. Patton was well known throughout Iowa as a grain man connected with the Taylor-Patton Company, which conducts many elevators scattered throughout the state. Mr. Patton was 48 years old. His wife, father, three brothers and two sisters survive him.

PETERSON.—Chester P. Peterson died from appendicitis at Omaha, Neb. He was president and general manager of the Mid-West Grain Company.

RIDGEWAY.—Wayne Ridgeway, an inspector for the Western Millers Association of Kansas City, Mo., was killed in an automobile accident. The car in which he was riding was struck by a train near Lawrence, Kan., on August 5. Mr. Ridgeway was 26 years old. His father, Chas. H. Ridgeway, is secretary of the association.

RINGIER.—Arnold Ringier committed suicide at the Randolph Hotel at Chicago on July 25. Mr. Ringier was a veteran seedsman in Chicago and for 27 years had been associated with the W. W. Barnard Company of Chicago. He severed his connections with this firm in April, 1917. Following this he conducted a brokerage business of his own in Chicago.

TAYLOR.—O. L. Taylor died at Canton, N. Y., aged 77 years. He was formerly a feed dealer. His widow and one son survive.

WOOD.—On June 27 Frank J. Wood passed away at a Columbus, Ohio, hospital after having been in ill health for about four years. Mr. Wood was a well-known grain man of London, Ohio, and until a short time before his death was actively engaged in the grain business with Xerxes Farrar at Lilly Chapel. He had sold his interest in the grain business of Frank J. Wood & Sons, to his sons over two years ago.

several years. Sparks from a passing locomotive

caused the blaze. The loss is placed at \$4,000; partially covered by insurance.

Clutier, Iowa.—The Independent Grain & Lumber Company's plant was burned. Loss amounted to about \$10,000; partially covered by insurance.

Belton, Texas.—The elevator and mill of the Belton Mill & Grain Company burned on July 21. Origin is unknown. Insurance carried is estimated at one-half of loss.

Memphis, Tenn.—Capt. H. B. Nedaroy and Marshall Nott's grain elevator was recently demolished during a severe wind and thunder storm. The loss amounted to \$50,000.

Swanton, Vt.—The wooden grain elevator and poultry feed mill of the Park & Pollard Company burned on August 4. Loss amounted to \$100,000. The buildings were built years ago by the Lapelle

caused the blaze. The loss is placed at \$4,000; partially covered by insurance.

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## FIRES-CASUALTIES

Bearden, Ark.—The warehouse of the Big Four Feed Company was burned.

Norma, N. D.—Lightning struck and set fire to the elevator here. The loss does not is not known.

Mapleton, Iowa.—Fire did considerable damage to the large grain elevator at this point.

Glasford, Ill.—The bottom of a new bin in the elevator of A. Lightbody & Son fell out, scattering nearly 1,200 bushels wheat.

Julesburg, Colo.—The elevator of E. Spelts, formerly owned by John Case, was destroyed by fire. The blaze was caused by lightning.

St. Louis, Mo.—Fire damaged the property of E. J. Rotty & Co., hay and feed dealers. A large stock of hay and oats was also destroyed.

Hoag (near Beatrice), Neb.—The Central Granaries Company's elevator was destroyed by fire on

## IN THE COURTS

C. W. Stewart, chief auditor for the United States Food Administration with offices at Kansas City, Mo., has been arrested, it is reported, on a Federal warrant, on the charge of padding his expense account. Stewart will be arraigned before the United States commissioner at Wichita.

Suit has been filed by the Detjen Grain Company in the Common Pleas Court at Wapakoneta, Ohio, against the Toledo & Ohio Central Railway Company asking for the sum of \$2,274.30. This the plaintiff claims it lost by reason of the negligence of the railroad company in transporting a carload of fat hogs from Moulton to Buffalo, N. Y., in July, 1918.

The judgment of Judge Hollister of the United States District Court at Cincinnati, Ohio, sustaining the demurrers to the indictments against August Ferger, Thomas Dugan and Robt. H. Rasch of Cincinnati, formerly officials of the Ferger Grain Company, and dismissing the indictments has been reversed by the United States Supreme Court. Orders were at once entered by the court setting aside the judgments and instructing the clerk to reinstate these cases upon the docket for the court. The defendants are charged with having forged bills of lading purporting to cover grain shipments in violation of the Pomerene Act. Trial will most likely be in October.



RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for the month of July:

**BALTIMORE**—Reported by Jas. E. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	2,169,176	1,195,460	997,287
Corn, bus...	155,602	175,736	47,397
Oats, bus...	232,906	1,600,076	555,232
Barley, bus...	1,351,754	18,973	1,516,433
Rye, bus...	725,233	54,726	402,262
Hay, tons...	2,256	2,842	734
Flour, bbls...	91,530	313,412	187,165

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	9,377,000	6,596,000	1,292,000
Corn, bus...	4,887,000	10,007,000	2,316,000
Oats, bus...	11,012,000	13,521,000	6,443,000
Barley, bus...	2,810,000	475,000	1,739,000
Rye, bus...	467,000	171,000	533,000
Timothy Seed, lbs.	891,000	677,000	1,253,000
Clover Seed, lbs.	271,000	22,000	25,000
Other Grass Seed, lbs.	512,000	540,000	475,000
Flax Seed, bus.	91,000	30,000	357,000
Broom Corn, lbs.	634,000	638,000	1,147,000
Hay, tons...	15,913	22,911	3,727
Flour, bbls...	606,000	397,000	340,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Grain and Hay Exchange:

Receipts		Shipments*	
1919	1918	1919	1918
Wheat, bus...	1,572,247	1,411,475	526,750
Corn, bus...	195,800	328,900	188 cars
Oats, bus...	281,600	201,600	140 cars
Barley, bus...	25,000	...	...
Rye, bus...	11,000	25,300	2 cars
Ear Corn, bus.	5,600	...	3 cars
Feeds, all kinds, tons...	2,280	1,320	...
Hay, tons...	7,236	4,740	...

\*Shipments from elevators and warehouses only, track shipments not being included.

**CLEVELAND**—Reported by D. H. Baer, traffic commissioner of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	38,143	19,412	1,333
Corn, bus...	34,156	178,129	35,479
Oats, bus...	257,352	429,832	144,368
Barley, bus...	...	3,693	77,135
Rye, bus...	404	2,539	...
Hay, tons...	2,712	2,374	570

**GALVESTON**—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	...	1,455,037	...
Corn, bus...	...	...	63,365
Barley, bus...	...	70,000	...

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	2,850,000	2,303,750	83,750
Corn, bus...	1,052,500	1,643,750	482,500
Oats, bus...	626,250	1,069,200	235,800
Rye, bus...	45,000	91,250	6,250

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	13,841,550	14,535,400	3,132,000
Corn, bus...	795,000	1,378,750	621,250
Oats, bus...	719,100	635,800	418,500
Barley, bus...	33,000	1,500	24,700
Rye, bus...	53,300	11,000	22,000
Kaffir, lbs...	159,500	39,600	155,000
Hay, tons...	37,656	20,208	14,004
Flour, bbls...	41,925	32,825	163,150

**MINNEAPOLIS**—Reported by H. J. Craig, statistician of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	4,143,400	2,646,530	1,620,680
Corn, bus...	532,680	669,340	363,660
Oats, bus...	2,329,190	1,377,220	1,650,100
Barley, bus...	3,977,340	289,230	3,709,800
Rye, bus...	958,980	107,860	202,700
Flax Seed, bus.	642,000	208,000	113,810
Hay, tons...	1,397	708	287
Flour, bbls...	64,025	49,770	1,103,506

**NEW ORLEANS**—Reported by Geo. S. Colby, chief grain inspector and weighmaster of the Board of Trade, Ltd.:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	...	685,100	...
Corn, bus...	...	114,964	226,977
Oats, bus...	...	117,480	3,149,999
Barley, bus...	...	1,368,389	121,673

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	535,200	366,600	524,200
Corn, bus...	905,700	2,804,300	1,270,000
Oats, bus...	817,100	771,800	904,900
Barley, bus...	126,000	59,000	168,000
Rye, bus...	15,600	6,000	8,400
Mill Feed, tons.	7,880	3,250	13,620
Seeds, lbs...	...	30,000	3,000
Broom Corn, lbs.	...	...	15,000
Hay, tons...	2,010	1,600	281
Flour, bbls...	202,600	122,700	207,000

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, ctl...	185,526	...	...
Corn, ctl...	10,813	...	...
Oats, ctl...	28,969	...	...
Barley, ctl...	569,275	...	...
Broom Corn, bundles...	620	...	...
Hay, tons...	10,416	...	...
Flour, bbls...	183,284	...	...

**PHILADELPHIA**—Reported by Samuel S. Daniels, statistician of the Commercial Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	920,994	719,890	1,100,906
Corn, bus...	49,281	57,941	...
Oats, bus...	1,345,512	1,130,357	1,457,880
Barley, bus...	247,174	3,750	521,748
Rye, bus...	91,618	15,075	353,913
Flour, bbls...	269,130	291,303	541,460

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	2,545	772,918	...
Barley, bus...	200,065	269,462	...

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants Exchange:

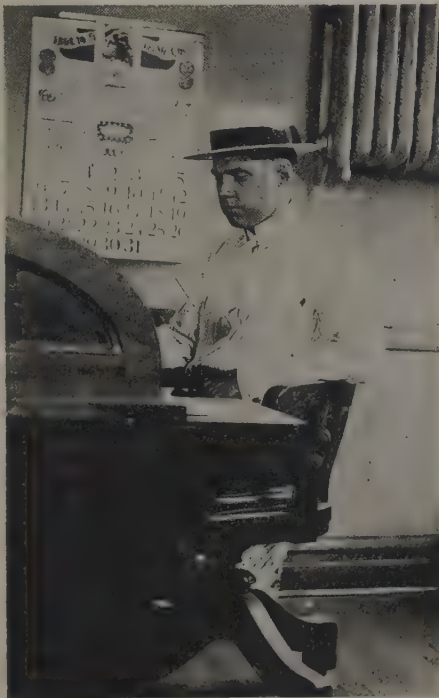
Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	8,277,964	8,613,101	1,874,060
Corn, bus...	1,078,978	1,487,556	1,065,030
Oats, bus...	2,464,000	2,847,125	1,914,480
Barley, bus...	65,544	25,717	32,800
Rye, bus...	92,800	11,223	4,100
Hay, tons...	13,382	9,647	4,455
Flour, bbls...	249,090	194,940	271,260

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus...	1,626,060	1,119,200	69,520
Corn, bus...	56,450	211,500	25,590
Oats, bus...	400,300	244,600	317,309
Barley, bus...	3,600	...	6,150
Rye, bus...	52,590	7,800	33,450
Timothy Seed, bags	...	...	5,743
Red Clover Seed, bags	...	...	175
Alsike Seed, bags	...	...	267

GUY HENDERSON

When not out in the shops, Guy Henderson, manager for the Skillin & Richards Manufacturing Company of Chicago, Ill., is usually at his desk



MR. HENDERSON AT HIS DESK

and there our photographer found him on a recent visit to the plant. So, as the personality of any one who has risen to the height of his profession is interesting from all standpoints, we present the following brief sketch of Mr. Henderson's career in the manufacturing end of the grain industry.

Mr. Henderson is a product of Indiana, prominent in many ways among her sister states, and after the usual course in the graded school, finishing with the business college he moved to Chicago in 1897 and went to work in the office of the Weller Manufacturing Company where he quickly gained a knowledge of the elevating, conveying and power transmission machinery business. In 1902 he engaged for a short time in the construction of country grain elevators until 1904 when he went with the newly-organized Kingsland-Kay-Cook Manufacturing Company of St. Louis, remaining with them until they discontinued business. He then accepted a position with the Skillin & Richards Manufacturing Company and has steadily advanced until he is now manager of the entire plant.

Mr. Henderson says that he finds in his business there is something to learn every day and that

the only way to success is close application to details. He keeps in close touch with the business and knows everything that is going on from the office to the shipping platform. The business, since Mr. Henderson went with the firm, has more than quadrupled and they now manufacture about 95 per cent of the material shipped, whereas in the early history of the concern a great deal of the business was sublet.

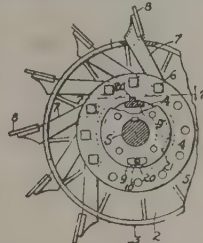
Mr. Henderson is known very widely in the machinery trade and has traveled very extensively during the course of his experience with the machinery business. He says he lives about the same from day to day, year after year, with occasional trips to various parts of the country and enjoys life to the fullest extent. He reports he has no fads or hobbies—only work.

GRAIN TRADE PATENTS

Bearing Date of June 24, 1919

Grinder and shredder.—Harry J. Shelton, St. Louis, Mo. Filed February 1, 1919. No. 1,307,761.  
Feed regulator.—Emil R. Draver, Richmond, Ind. Filed December 16, 1916. No. 1,307,349.  
Wheat scouring machine.—Matysa Schiebendrein, St. Louis, Mo. Filed December 14, 1918. No. 1,307,760. See cut.

Claim: In a grain-scouring machine, a scourer comprising a shaft, disks mounted thereon and spaced apart, said disks having outer flanges and central hubs, rings mounted rotatably on the hubs adjacent the disks, beater arms leading tangentially from the

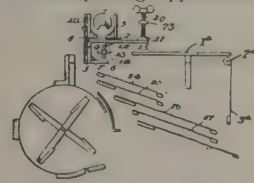


rings and hinged thereto and operating freely through the flanges, and projecting a suitable distance beyond the same, and means disposed along the shaft for imparting rotary movements to the rings and consequent radial adjustments to the free ends of the beater arms.

Bearing Date of July 22, 1919

Grain testing device.—Rolla C. Harbord, Spokane, Wash. Filed October 3, 1918. No. 1,310,567.  
Grain and seed separator and cleaner.—John Lucas, Stockton, Calif. Filed May 23, 1912. No. 1,310,759. See cut.

Claim: In a device of the character described the combination of superimposed inclined shaking hurdles an inclined shaking shoe below and receiving from said hurdles and comprising upper and lower screens



of different mesh each of said lower screens being adjustable in the direction of its length and an adjustable catch board intermediate said screens substantially as and for the purpose set forth.

Bearing Date of July 29, 1919

Pneumatic separator.—Harold M. Plaisted, St. Louis, Mo. Filed February 17, 1919. No. 1,311,358.  
Drier.—John B. Adt, Baltimore, Md., assignor to John B. Adt Company, Baltimore, Md., a corporation of Maryland. Filed November 5, 1918. No. 1,311,431.

Bearing Date of July 8, 1919

Grain car door.—Roy Clifford Leitch, Newton, Kan., assignor of one-eighth to Chas. D. Blackman, Dodge City, Kan., and one-eighth to Wm. Peters and one-eighth to Adam E. Purcell, Newton, Kan. Filed December 14, 1917. No. 1,308,791.

A DRAINAGE project is under way for the recovery of 54,300 acres in De Soto and Tunica Counties, Miss. The improvement will cost \$600,000, or about \$11 per acre, and as the district begins about 12 miles south of Memphis, and will provide a soil that cannot be beat for agricultural purposes, the investment ought to return about 1,000 per cent. That is good even for profiteering times.

GRAIN dealers and traffic men of the Northwest have protested against the proposed changes in grain rates which they claim discriminates against Minneapolis in favor of Chicago. Country shippers say they could not finance their business if forced to ship to Chicago.



# HAY, STRAW AND FEED

## NEW HAY INSPECTORS

The National Hay Association has set a high standard for inspectors who receive the approval stamp of the organization, and any man who passes the rigid tests imposed knows how to inspect hay. Fourteen men recently were examined and were approved as inspectors. This makes a total of 25 Association inspectors and, practically every hay market is taken care of.

## ST. LOUIS HAY MARKET

"The arrivals of hay on both sides of the river continue to be very light," advise Toberman, Mackey & Co. in letter of August 11, "caused very greatly by the impending railroad strike, whereby most of the lines of railroad have quit accepting shipments to the market. However, the demand is mainly for the top qualities of hay, which are steady and strong, with good indications of better prices. There is still a surplus of the medium and low grades, and market dull. Clover exceptionally scarce, good demand at strong prices. Alfalfa under moderate offerings and selling well. Prairie hay offered freely without much demand. Straw very dull and hard to place."

## ALFALFA AND RED CLOVER LEAF SPOT

Two distinct fungi are responsible for the common alfalfa leaf spot and red clover leaf spot, although these two diseases are similar in appearance, says a specialist of the U. S. Department of Agriculture.

The fungus which causes alfalfa leaf spot lives over winter on dead leaves which escape decay. There are two characteristics of leaf spot caused by this particular fungus which usually serve to distinguish it from spots caused by other fungi. One is the circular shape and small size of the spots, and the other is a small raised disk in the center of the fully developed spot.

The disease is one of the most serious and widely known of those which attack the foliage of alfalfa. It causes greatest loss during wet weather, and cases have been reported where it has destroyed half of the alfalfa crop.

Little is known of the method by which fields become infested. Efforts to exclude the disease from alfalfa fields in localities remote from other alfalfa by the surface sterilization of the seed have given no success. Evidently, in these experiments at least, the department pathologist says, the fungus was not carried on the surface of the seed—probably not with the seed at all. The source of infestation in such fields still furnishes an interesting problem.

The results of the specialist's studies of alfalfa and clover leaf spots have been compiled by him and published in Bulletin 759.

## RECORD YEAR AT CINCINNATI

BY H. CLYDE LEVI

The year 1919 will go down into history as the largest one on record in the history of the Cincinnati Grain and Hay Exchange, where statistics prepared by Secretary D. J. Schuh show that at the close of business for the first seven months of this year, 7,046 cars of hay had been received here. As compared with 1918, this represents 1,986 cars more than were received during the same period last year, and is within 1,908 of the total number of cars of hay received during the entire year of 1918.

Previous to 1917 and including 1907, during the last half of each of those years, more hay was received in Cincinnati than during the first half of the year. If this 10-year average may be taken as a basis, at least 8,000 cars of hay should move into Cincinnati during the remainder of the year.

Perhaps a more comprehensive idea will be gained of the amount of hay received in Cincinnati so far this year when it is remembered that during the entire year of 1915 only 7,332 cars were received, while in 1916 only 7,578 cars moved into Cincinnati.

The hay plugging track, which has made Cincinnati an ideal place to ship hay, is considered responsible for the extraordinary receipts so far this year. In order to meet the extreme demand which will be made upon the hay plugging track to handle all of this year's crop, the Board of Directors of the Grain and Hay Exchange has under consideration plans for increasing the capacity of the yard from 70 cars per day to 100 cars per day. These plans will be carried out this month.

Reports coming into the Exchange from the coun-

try indicate an unprecedented crop of hay, and new hay has just commenced to move, and there is good reason to believe that as much hay as was handled during the first seven months of this year will find its way to Cincinnati during the coming five months, thereby establishing a record for receipts in Cincinnati.

## HAY MARKET IN THE EAST

Stocks and receipts of hay in the New England and North Atlantic States light, with demand good. At Pittsburgh receipts increasing, demand good. New York reports unfilled demand. Richmond reports stocks light, market active and in excess of receipts. With the exception of the best grades of hay which is very scarce, the demand is very quiet. Receipts during the past week at Boston, Mass., continued light, the market is held a trifle higher than the previous week with no quotable change in prices. The lower grades of hay are unchanged. The market on the latter is dull. There is more inquiry for new hay with quality and condition satisfactory. Buyers show no hesitancy in taking hold at the ruling discount of several dollars per ton under prices of old hay. New hay is quoted at \$35 to \$36 for large bales with small bales quoted at \$33 to \$34.

## HAY ADVANCES SHARPLY IN NEW YORK

BY C. K. TRAFTON

Conditions in the New York hay market continued fully as unsatisfactory early in July as they had been during June. For several weeks the majority of buyers displayed the great indifference which is always to be expected during the change from the old crop year to the new. Needless to say, they are inclined to consider any price high which may be asked for the remainder of the old crop and it is equally certain that they are looking forward to lower prices when the new crop begins to arrive in volume, especially if the outlook is bright for an abundant yield. In this respect the month under review was entirely normal as there was almost no choice hay left from the previous crop, while early indications were that a large crop was about to be harvested. Indeed, the official estimate early in July was for a yield of 115,701,000 tons, or only a little less than estimated in June, whereas some had expected a severe reduction as a result of prolonged drouth in parts of the West. As a matter of fact, the results of this drouth and subsequent unfavorable weather in July made itself felt in the August report, which suggested a crop of only 111,000,000 tons.

The hopeful early crop promise and its natural sequel, namely, more willingness on the part of farmers and interior shippers to sell, caused a sharp break in prices early in July. However, this was confined almost wholly to the lower grades, and as a result the premiums on choice descriptions was materially increased. This development was traceable to the fact that the larger arrivals included a large proportion of extremely poor trash, it being almost impossible to dispose of some of it, although it was offered at sharp concessions. Much of this trash, both American and Canadian, was in small or "perpetual" bales, and as few buyers were found even at \$30 some lots were thrown over at \$25. At the same time, buyers still displayed preference for No. 1 or No. 2 in large

bales and as such hay was still in scant supply, prices held relatively steady, although the position of holders was weakened somewhat by re-selling of hay for Government account.

In the latter part of the month there was a distinct change for the better. Buyers showed much more interest and it was evident that many of them had revised their ideas. At any rate, less was heard regarding the break which they had been predicting when new hay came on the market. Doubtless this change was attributable largely to a growing realization of the fact that there was no basis for hoping that prices for all commodities would return immediately to peace-time levels just because the peace treaty was signed. Evidently many were just awakening to the fact that many months if not years would pass before prices will be brought down to anything like a normal basis. The collapse of the theory that hay prices were destined to break sharply was also brought about by the fact that prices for grain and practically all other commodities advanced, instead of declining as many had hoped. Another potent factor contributing to the strength in other grains was likewise partly responsible for the advance in hay; namely, the long period of decidedly heavy rains just as hay was being harvested in states east of the Alleghenies. Naturally, large quantities of hay were wet, which not only caused loss in condition, but seriously interfered with the movement to market. Information as to crop damage became more positive early in August, being subsequently confirmed in the official report, and as a consequence prices rose to still higher levels. Railroad embargoes also had much to do with the accelerated upward movement. The scarcity of offerings again became acute, especially of choice grades, and as a consequence No. 1 was generally quoted at \$46 to \$47, with some sales as high as \$48, or roughly \$6 to \$8 above the quotations of early July. In some quarters it was thought that the inadequate supply was also chargeable in part to the fact that many farmers had already sold nearly all of their surplus, and especially of choice descriptions. It was also asserted that a great deal of hay, as well as other live-stock feeds, had been shipped from the East and Middle West to the Northwest, where the prolonged drouth and excessive heat had destroyed many pastures as well as damaging grain crops.

Straw buyers were disinterested early in the month, and hence the market was flat and lifeless. Later the demand improved considerably and as offerings were smaller a stronger tone was developed.

## HAY AND FEED NOTES

B. S. Joslin's feed business at Mauston, Wis., has been purchased by W. R. Newberry.

The Marvel Flour & Feed Company has been incorporated at Syracuse, N. Y., capitalized at \$10,000.

The feed and flour business of Geo. H. Esterle at Scranton, Pa., has been sold to T. W. Bartowski & Co.

Capitalized at \$10,000, the Saunders Produce & Feed Company has been incorporated at Ashland, Ky. C. E. Saunders, E. G. Batchiff and R. Bush are interested.

A. N. Deringer has purchased from the Raymond P. Lipe Company the hay transfer warehouse at St. Albans, Vt. He was at one time in the employ of this company.

A new warehouse 30x60 feet is to be built for the Kelso Feed & Fuel Company at Kelso, Wash. The building will be built near its present house and will be used for storing hay.

M. C. Odeneal, Walter Chandler, W. S. Cuning, G. W. Hoyland and J. A. Tindle have incorporated at Memphis, Tenn., as the Delta Flour & Feed Company. Capital stock is \$20,000.

The Richmond Grain Exchange of Richmond, Va., held its annual meeting recently and voted upon the erection of a hay storage house and grain elevator of 500,000 bushels' capacity.

A large building owned by Albert Schroeder and John Grimm at Hartford, Wis., has been purchased by the owners of the Hartford Co-operative Store. It will be used for storing feed, seed and coal.

A stock company has been formed at Union, S. C., by J. A. Crosby and D. S. Betsill capitalized at \$10,000 to handle feedstuffs, food, etc. They will also take over the stock of the Hames Grocery Company.

Incorporation papers have been filed at Little Rock, Ark., by the Brown & Oglesby Cash Feed Company, capitalized at \$75,000. Walter Brown is president; William Terry, vice-president; William T. Oglesby, secretary and treasurer. Mr. Brown started in business in 1914 and a year later the partnership of Brown and J. C. and William T. Oglesby was formed. Later they reorganized as Brown & Oglesby Cash Feed Company. J. C. Oglesby sold his business in January to William T. Oglesby and Mr. Brown.

## Alfalfa, Prairie Hay and Alfalfa Meal

are being harvested under ideal weather conditions. Prices have struck bottom. Buy and store now. Get our delivered prices.

## CARLISLE COMMISSION COMPANY

736 Live Stock Exchange Kansas City, Mo.

A	<b>ALFALFA</b>	A
L	<b>We are the Largest Distributors</b>	L
F	<b>of ALFALFA in</b>	F
A	<b>GREATER NEW YORK</b>	A
L	Shippers who have Alfalfa Hay to dispose of, if they will	L
L	communicate with us we will provide a satisfactory outlet.	L
F	<b>ALFALFA</b>	F
A	<b>W. D. Power &amp; Co., 12-15 N. Y. Hay Exchange</b>	A
	<b>NEW YORK</b>	



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## THE WAY TO DETERMINE DOCKAGE

Charles B. Barron, Federal grain supervisor at St. Louis, has outlined the following procedure to determine dockage in wheat, a subject which seems to be causing some trouble among shippers:

"In determining dockage such sieve or sieves should be used as will remove the foreign material with the least possible loss of wheat, including small, plump, or badly shriveled kernels, or large pieces of broken kernels. As a general rule, the use of the fine seed sieve with round perforations 1/12 inch in diameter, together with the scalper or the 'wild-oat kicker,' will be sufficient. However, if the sample contains an appreciable quantity of wild buckwheat, pigeon grass or other seeds of a similar character, or foreign material which will not pass through the 'fine seed' sieve, then the 'buckwheat' sieve should be used. All material passing through the 'buckwheat' sieve should be considered as dockage, except that whenever the screenings removed by this sieve consist of an appreciable quantity of small shriveled kernels, the material so removed should be rescreened over the same sieve. In the rescreening the material should be carefully deposited at one edge of the sieve, then while holding the sieve at an angle of 25 or 30 degrees the sieve should be tapped lightly until all the material has passed either to the opposite edge of the sieve or through the perforations. If operated properly, the material at the opposite edge of the sieve will consist mainly of wheat, and should be classed as wheat, and not as dockage. The material which passes through the sieve will consist mainly of wild buckwheat and other weed seed, together with a small percentage of shriveled kernels and small broken pieces of wheat, and these should be classed as dockage. In exceptional cases it may be necessary to repeat the rescreening in order to arrive at an equitable determination of the percentage of dockage.

"The chess sieves should not be used unless the sample in question contains an appreciable quantity of chess. As a general rule, the chess sieves should likewise not be used until after the sample has been screened, either over the 'fine seed' or the 'buckwheat' sieve, as the sample may require. Whenever it is necessary to screen for chess, the 'fine chess' sieve, with perforations 0.064 by 3/8 inch, should be used except when the sample consists of wheat of large kernels mixed with large chess seeds. Large chess seeds in a sample of wheat consisting mainly of small kernels of wheat from which the chess cannot be separated readily should be considered as foreign material other than dockage and the sample handled and graded accordingly.

"Whenever the chess sieves are used and the screenings consist of an appreciable quantity of small, shriveled, or split kernels, the material so removed should be rescreened over the same sieve, being manipulated as described for rescreening over the buckwheat sieve. In rescreening over the chess sieve the material should not be considered as dockage.

"The dockage will, therefore, be represented by the coarse foreign material, in addition to the finer screenings obtained by hand sieving.

"Since any foreign matter remaining in the wheat after the removal of dockage is considered as 'foreign material other than dockage,' in which capacity it directly affects the grade, great care should be used in sieving the samples.

"The Standards provide that each determination of dockage, moisture, temperature, odor, onions, garlic, and live weevils or other insects injurious to stored grain shall be upon the basis of the grain when free from dockage. Since the test weight per bushel is one of the main factors in determining the grade the dockage should be determined with a sufficient quantity of the original sample to provide at least enough dockage free wheat for making the test weight with a pint tester, and preferably the dockage should be removed from a sufficient quantity of wheat for obtaining the test weight with a quart tester. Under average con-

ditions a sample of 1,000 grams will be a sufficient amount for determining the test weight with a quart tester. However, if the wheat contains a large amount of coarse material and other foreign matter, it will sometimes be necessary to remove the dockage from more than 1,000 grams, in order to secure a sufficient quantity of dockage free wheat to make the test weight with a quart tester."

### EXAMPLE

"1,325 grams uncleaned wheat.

"31.80 grams dockage.

"1,325 (31.800) .024 per cent equals 2 per cent dockage, ignoring the fraction of 4-10 of a per cent.

"A fraction of 1 per cent should be disregarded, and same rule applies on all fractions of percentage between 1 per cent and 2 per cent, between 2 per cent and 3 per cent, etc."

## FIELD SEEDS

### OUTLOOK FOR SEED OATS AND RYE IN THE SOUTH

The supply of local grown seed oats and rye in the South Atlantic and Gulf States is reported by shippers and growers to be 25 to 50 per cent less than last year. The shortage is due principally to continuous rains at harvest time, which delayed threshing and damaged the grain in shock making it unfit for seed purposes. Reports from several counties in southeastern Alabama, central and southwestern Georgia, northeastern Louisiana, central Mississippi, and in North and South Carolina, where a surplus of those varieties especially adapted to these sections normally is produced, indicate that many of these counties will have to ship in oats and rye, and that others have only a sufficient quantity to supply their own planting requirements this season.

Reports from northeastern Texas indicate that there is a heavy surplus of the Texas red rust proof variety of oats in several counties in that section. Also a few scattered counties in other Southern States report a small surplus of local varieties of oats and rye.

### UNUSUAL ACTIVITY IN NEW YORK

BY C. K. TRAFTON

In marked contrast to the stagnant conditions which usually prevail during July, the local market for field seeds has been so extremely active in certain lines as to oblige some members of the trade to forego their usual long vacation. It was evident that many were preparing for an active fall business, being eager to lay in supplies of certain varieties as they are convinced that with the actual conclusion of peace practically accomplished a steady return to normal pre-war conditions will be witnessed. In short, they anticipate a brisk demand from Germany and other central European countries as soon as all obstacles to regular business have been eliminated and credit arrangements perfected. Of course, the latter item is a decidedly important one, but there is little fear regarding its accomplishment as it has already been done in copper and other commodities. Expectations of a resumption of business were based partly on the receipt of cables from Germany asking for quotations on timothy and alsike. As a result some of the local dealers are arranging to visit that country in the near future.

Prior to the receipt of the German cables little interest was displayed in timothy, but subsequently a better demand developed. However, business was restricted by the limited spot supply and the strong claims of holders, the majority of whom are strong and predicting higher prices, especially if the expected brisk European demand materializes. Over 3,000 bags were exported to Europe in the past month. Spot quotations range from \$12.50 to \$13.50.

Red clover has been strong, the holders of the small remaining stocks of domestic raising the price from 45 to 48 cents. This advance of 2 to 4 cents checked the demand somewhat. However, seaboard dealers have done a good business in the imported variety, the purchases of Italian seeds having arrived gradually. Additional lots of the old Italian crop are now afloat, but there seems to be little prospect of further purchases. Possibly some of the new crop might be bought at about 45 cents for August-September shipment.

Local dealers have also done a good business in Italian alfalfa seed at 24 to 25 cents, uncleaned, the general range being about 1 cent higher than a month ago. The quantity of Italian seed still due

to arrive is small and additional shipments from that quarter are regarded as improbable. In short, their old crop has been practically all absorbed and the new crop is a virtual failure. Texas alfalfa has been offering at 27 cents, but buyers have shown little interest, preferring the imported seed at the lower levels.

There has been little activity in crimson clover, although prices have been reduced roughly 3 cents, the present range being 13 to 14 cents. Buyers have been holding off in anticipation of still lower prices, based on liberal present and prospective supplies. With normal annual requirements placed at about 6,000,000 pounds, it is estimated that the supply in sight aggregates fully 8,000,000 pounds, comprising imports of about 2,000,000, an old crop carry-over of 4,000,000, and a new crop of about 2,000,000.

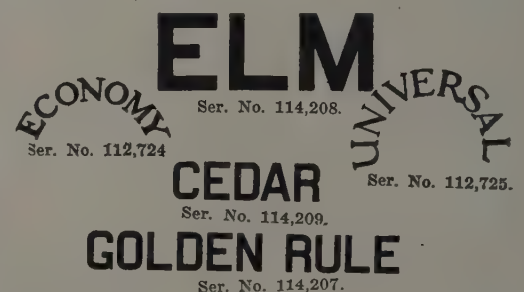
Alsike has continued in extremely small supply, with holders asking from 45 cents to 50 cents according to quality. Therefore business has been almost at a standstill.

Sunflower seed has been strong, gray stripe ruling at about 21 cents, as there is absolutely none of the old domestic crop now available. There has been some business in Argentine, several cargoes having arrived. Additional quantities are now en route. It is thought that the new California crop will start at about 8 1/2 to 9 cents.

Rape seed has been in good demand, but business has been restricted by the limited spot stocks and the strong claims of holders who generally quote 10 1/2 cents. Moreover, there seems to be no hope for lower prices in the future as recent Japanese cables ask 12 cents for October, November and December shipment, compared with 8 cents a few months ago.

### NEW SEED TRADEMARKS

During the month of July the following new seed trademarks were published in the *Official Gazette* of the United States Patent Office: "Universal" seeds. American Mutual Seed Company, Chicago, Ill. Filed August 15, 1918. Serial No. 112,725. "Economy" seeds. American Mutual Seed Com-



pany, Chicago, Ill. Filed August 15, 1918. Serial No. 112,724. "Cedar" field and garden seeds. T. H. Cochrane Company, Portage, Wis. Filed November 18, 1918. Serial No. 114,209. "Golden Rule" alfalfa seed. T. H. Cochrane Company, Portage, Wis. Filed November 18, 1918. Serial No. 114,207. "Elm" field and garden seeds. T. H. Cochrane Company, Portage, Wis. Filed November 18, 1918. Serial No. 114,208. See cut.

IOWA will take the corn crown from Illinois this year by a wide margin. Usually there is close competition. The Iowa corn crop is estimated at 373,000,000 bushels, while Illinois expects but 163,000,000 bushels.



# Repeat Orders Tell The Story

They're coming in with a rush from scores of Ankorite dealers. Dealers who began by ordering a few hundred posts are now ordering carload lots—by wire!

We've been obliged to double and re-double our output to take care of them—and we'll have to double it again within the next six months. Dealers who used to sell wood posts have switched to Ankorite and they're making dollars where they used to make dimes!

Thousands of posts will be needed in your territory

during the next five or six months, and you can get more than your share of the business by securing exclusive sales rights for Ankorite Steel Posts.

Other dealers have had remarkable success with them—why not you?

Farmers want Ankorite Posts and you are the logical dealer to supply them. Small investment—quick turn-over—you buy them direct from the mill.

Territory is being closed fast—you can hold yours open and secure exclusive sales rights if you'll write NOW. Don't put it off.

**Ankorite**  
STEEL FENCE POST

**CALUMET STEEL COMPANY, 208 South La Salle Street, Dept. 6, Chicago**



## The Mill Behind the Post

This big, modern steel mill has a capacity of forty thousand posts a day—enough to build 125 miles of fence. We can make immediate shipment in any quantity.

## This Official Brown-Duvel Moisture Tester FOR GRAIN, SEED, FLOUR, FEED, Etc. Guaranteed true to Government Specifications



Price, including all accessories.

1 Flask .....	\$25.00	Less	For alcohol,
2 Flasks .....	40.00	a	electricity
4 Flasks .....	65.00	Discount	or gas
6 Flasks .....	90.00		(say which)

Includes self measuring oil faucet and strainer tank. Our new electric heaters are regulated by thumb screw, same as a lamp.

We supply also all apparatus for grain inspection and grading, dockage sieves and scales, bushelweight testers and funnels, sample containers, grain probes or triers, etc., etc. Write for booklet.

**Hess Warming & Ventilating Co. 1210 TACOMA BUILDING Chicago**

The Official Brown-Duvel Moisture Tester for Electricity

# HESS DRIERS

For Grain and Seed.  
Are Used Everywhere



## FIELD SEEDS

(Continued from Page 152)

A wholesale seed house is to be established at Parsons, Kan., by J. F. Hall of Neosho, Mo.

Ed. F. Mangelsdorf & Bro. have succeeded the Mangelsdorf Seed Company of Atchison, Kan.

Morgan & Roberts succeed Tenney & Roberts, seed, grain and wool dealers at Thornville, Ohio.

G. Willett Warren recently made a connection with the Everett B. Clark Seed Company of Milford, Conn.

The capital stock of the Condon Bros., seed dealers at Rockford, Ill., has been increased from \$10,000 to \$100,000.

Donagan & Kirtley have been succeeded in the seed and implement business at Horse Cave, Ky., by the Forrest Bros.

The interests of the Door County Seed Company at Sturgeon Bay, Wis., has been disposed of to the Farmers Company there.

E. E. Elder, J. W. Glynn and J. F. Summers have incorporated the Central Seed Corporation of Chicago, Ill. Its capital stock is \$60,000.

W. E. Kimbrough and J. L. Mitchell, Jr., have incorporated the Kimbrough-Mitchell Seed Company of Meridianville, Ala., capitalized at \$10,000.

An office has been opened at 620 Board of Trade Building, Portland, Ore., by the Holt Seed Company of Caldwell, Idaho. Fay Malone will be manager.

Wm. Cassler's seed business at Louisville, Ky., conducted by him since 1882, has been purchased by Card & Powell. They will conduct both a retail and wholesale business.

Mrs. M. C. Ward and T. A. Young have purchased the business of the Nearpass Seed Company at San Diego, Calif. Both were formerly with the Harris Seed Company. The Nearpass company was established in 1897 by C. H. Nearpass.

A large warehouse, 44x109 feet, is to be built at Crawfordsville, Ind., for the Crawfordsville Seed Company. The building will be two stories and basement and of brick construction, practically fire-proof. The present building will be kept intact and new one used for storage purposes. A. H. Flanigan and S. Herr are members of the concern.

The May Seed & Nursery Company is tearing down its old building at Shenandoah, Iowa, which it purchased about a year ago from the Armstrong Seed Company and will replace it with a modern three-story brick building. The May seed concern was recently reorganized with the following as officers: E. S. Welch, president; G. A. Chambers, vice-president and general manager; E. E. May, treasurer, and I. R. Rader, secretary. G. A. Chambers will have charge of the new business.

**LEATHER RUBBER BELTING CANVAS STITCHED**  
An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.  
**TEUSCHER & SON MACHINERY SUPPLY CO.**  
527 N. Second St. St. Louis, Mo.  
Send for No. 18-L Bargain Book

**Robinson Telegraphic Cipher**  
Revised Edition  
Cloth Binding . . . . . \$1.50  
Leather Binding . . . . . 2.00  
**MITCHELL BROTHERS PUBLISHING CO.**  
341 S. Dearborn Street Chicago, Ill.

## Grain and Seeds

**SCREENINGS WANTED**  
Screenings from corn, barley, wheat.  
Oat clip, elevator dust, seed screenings.  
We buy bulk or sacked.  
Send average sample and quote delivered price.  
**GEORGE B. MATTHEWS & SONS, 412-430 S. Front St., New Orleans, La.**

REGISTERED BRANDS



### MINNEAPOLIS SEED CO.

WHOLESALE FIELD SEEDS

HARDY NORTHERN GROWN SEEDS  
OUR SPECIALTY

BUYERS, RECLEANERS, SELLERS

ASK OUR BIDS BEFORE SELLING  
WRITE OR WIRE FOR SAMPLES AND PRICES

TIMOTHY, CLOVERS, MILLETS

GRASSES, FORAGE SEEDS, SEED GRAINS,  
PEAS, BEANS AND SCREENINGS.

P. O. ADDRESS: LOCK DRAWER 1546

OFFICES: 3444 RAILROAD AVE. SO.

SEED ELEVATOR & WAREHOUSES, 24TH TO 26TH STS. & N. R. AVE. SO.  
GRAIN ELEVATORS & WAREHOUSES, 35TH TO 37TH STS. & N. R. AVE. SO.

MINNEAPOLIS, MINN.

## SEND SAMPLES OF

Timothy, Red Clover, Alsike, Red Top,  
Hairy Vetch, Bluegrass, Orchard Grass  
Seed, Rye and Winter Oats

to

## The Belt Seed Company

Importers and Exporters  
BALTIMORE

We can offer D. E. Rape, Imported Orchard,  
Alfalfa, Crimson Clover and Red Clover.

We Buy Carlots

**TIMOTHY  
RED TOP  
RED CLOVER  
SUNFLOWER  
MILLET**

Send us your samples

WE IMPORT AND EXPORT

**I. L. RADWANER SEED CO.**

NEW YORK, U. S. A.

**White Clover  
Orchard Grass  
Tall Meadow Oat Grass  
Rye Grass  
Hairy Vetch**

**WM. G. SCARLETT & Co.**  
BALTIMORE, MD.

# SEED

We buy and  
sell all varieties  
of grass and  
field seeds

The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO

**SEEDS** Grain, Clover and Grass Seeds  
**CHAS. E. PRUNTY**  
7, 9 and 11 South Main St. SAINT LOUIS

## A. W. SCHISLER SEED CO.

LET US KNOW YOUR WANTS IN  
FIELD AND GARDEN SEEDS

Office: 704-6-8-10 North 4th St.

ST. LOUIS, MO.

Track Warehouse: S. W. Cor. Collins and Biddle

## KELLOGG SEED CO.

186-194 FLORIDA STREET : MILWAUKEE, WIS.

**CLOVER, TIMOTHY  
:: GRASS, SEEDS ::**

Please Figure with Us, when you wish to Buy or Sell



**For Sale**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**ELEVATORS AND MILLS****FOR SALE**

Grain elevator for sale. Also three fine business lots and 40-acre farm with fine residence. E. HAUTERBROOK, Green Bay, Wis.

**FOR SALE**

A 75-barrel flour mill and 10,000-bushel elevator attached. Everything in good condition. Crop good. For description and price, address W. M. CHELF, Leoti, Kan.

**FOR SALE OR EXCHANGE**

For town property or farm, an Ohio country elevator handling 300 cars of grain, hay and merchandise. Price \$4,500. H. F., Box 8, care "American Elevator and Grain Trade," Chicago, Ill.

**ELEVATORS FOR SALE**

As I have closed out my farm lands I will sell at a bargain one of the best 45,000-bushel elevators in North Dakota, situated on private ground. It has cement floor and concrete foundation. R. C. COOPER, Cooperstown, N. D.

**FOR SALE**

Elevator and malting plant located at Davenport, Iowa. Grain elevator 220,000-bushel storage capacity. Malt house 1,800-bushel daily capacity. Situated on the C. R. I. & P. Ry. tracks, and C. M. & St. P. and C. B. & Q. Roads are available. Transit privileges are granted for Eastern and Southern points, and the location is very favorable for distribution of feeds and grain to these points as well as to the central feeding district. The location is in one of the best farming districts. Plant is in good physical condition and was operated until malt was prohibited. For particulars apply to DAVENPORT MALT & GRAIN COMPANY, Davenport, Iowa.

**MILL AND ELEVATOR FOR SALE**

A 50-barrel electric driven mill and elevator, all in A No. 1 condition and doing a big business, situated in small town with good school and churches. Town has paved streets and electric lights. Handle coal, salt, cement, stone, sand, brick, drain tile, fence posts, commercial feeds, etc. Good eight-room house and barn go with it. R. O., Box 8, care "American Elevator and Grain Trade," Chicago, Ill.

**FOR SALE**

One of the most modern and completely equipped country flour and feed mills in New York State. Flour capacity of 175 barrels, Allis machinery. Feed business and feed grinding pay all expenses. Employ from four to seven men; four good houses, all occupied by mill help. Several acres of good land with mill. Year around water power. Located in the best wheat section of the state; nearly entire requirements for year's run secured at the door. Will sell with or without stock or can reduce stock to a minimum, if desired. J. T. M., Box 8, care "American Elevator and Grain Trade," Chicago, Ill.

**Miscellaneous  
Notices**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**WANTED**

Marvel mill and elevator, in a new rich farming country. THE ROBINSON R. E. AGENCY, Glendo, Wyo.

**FOR SALE**

Underwood Typewriters, \$50; Burroughs Adding Machines, \$110; new \$35 check writers, \$20. Liberty Bonds accepted. Shipped on approval. MEIER SEED COMPANY, Russell, Kan.

**FLOUR AND MILL FEEDS**

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

**FOR SALE**

Late model 9-column adding machine, \$100; slightly used Underwood Typewriters, \$50; new \$45 check writer, \$25. All guaranteed; shipped on trial. Liberty Bonds accepted. TYPEWRITER EXCHANGE, Russell, Kan.

**Save Splicing Costs  
and Delays**

by using the Hunt Tension Adjusting  
Coupling on your rope drive



You can control all rope strength in the English system drive by simply twisting this coupling with rope in position on pulleys.

Ask for catalog V-15-1, describing the coupling and "Stevedore" Transmission Rope.

C. W. HUNT CO., INC.  
West New Brighton, N. Y., U. S. A.

**JUDGING BY SERVICE**

If you judge by years of service then you will decide that



**DIXON'S**  
Silica  
Graphite  
**PAINT**

is the paint you should buy. The lowest price per gallon is the highest per year. A quality paint like Dixon's that has been making long service records for over 50 years, and is made in First Quality only, means economical service at low cost. Write for booklet No. 17-B and convincing records.

Jersey City, N. J.

JOSEPH DIXON CRUCIBLE COMPANY

ESTABLISHED 1827

**BAGS****BAGS—BAGGING—BURLAP**

Second-hand bags for all purposes. Offices: New York, Pittsburgh and Utica. UTICA BAG & BURLAP COMPANY, 438-40 Whitesboro St., Utica, N. Y.

**FOR SALE—BURLAP BAGS OF EVERY KIND**

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

**MACHINERY****FOR SALE**

One single stand 6x8 Allis Rolls, in first-class condition. BOONVILLE MILLING COMPANY, Boonville, Ind.

**SCALES REPAIRED AND SOLD**

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

**COLUMBIA SCALE CO.**

2439 N. Crawford Ave.

CHICAGO, ILL.



For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples. Write for prices.

ST. LOUIS PAPER CAN AND TUBE CO., ST. LOUIS, MO.

**THE SYKES COMPANY**

930 West 19th Place, Chicago

MAKERS OF

**FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and  
Metal Roofing  
For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

**Spear Grain and Flour  
SAMPLE ENVELOPE**

FOR

**Mailing Service**

WRITE FOR SAMPLES

**HEYWOOD MFG. COMPANY**

MANUFACTURERS OF

ENVELOPES, CEREAL CARTONS, GENERAL PRINTERS

424 No. 3rd St.

Minneapolis, Minn.

**NEW YORK****BRAINARD COMMISSION COMPANY**

RECEIVERS AND EXPORTERS

**OATS AND BARLEY**

Send samples all off grade grains  
Consignments Solicited

Produce Exchange  
NEW YORK

**L. W. FORBELL & CO.**

Commission Merchants

342 Produce Exchange

NEW YORK

Try us with consignments of oats and corn. We are Specialists in these grains and are strictly Commission Merchants.



BOARD  
OF  
TRADE

PEORIA

GRAIN  
RECEIVERSCONSIGN YOUR  
GRAIN TO

WARREN COMMISSION CO.

If you prefer to sell to arrive, wire or telephone for bids.

PEORIA, ILLINOIS

T. A. GRIER, Pres. J. A. WARING, Sec.  
E. V. MALTBY, Vice-Pres. SAMUEL THOMAS, Treas.**T. A. GRIER & CO.**(Incorporated)  
Grain Commission  
Merchants and ShippersMembers: Peoria Board of Trade, Chicago Board of Trade  
18-19-20-22 Chamber of Commerce Bldg., PEORIA, ILL.**P. B. & C. C. MILES**Established 1875 Incorporated 1910  
**PEORIA, ILL.**Handling Grain on Commission  
Our Specialty

Louis Mueller, President F. W. Mueller, Sec. &amp; Treas

**MUELLER GRAIN COMPANY**(Incorporated)  
Receivers and Shippers**GRAIN**We Solicit Your Consignments of Grain  
Room 39 Chamber of Commerce, PEORIA, ILL.**BUCKLEY & CO.**COMMISSION MERCHANTS**GRAIN, HAY AND SEEDS**  
PEORIA, ILL.References: First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.

Try Feltman Service for Satisfaction

**C. H. Feltman Grain Co.**Grain CommissionRoom 27  
Chamber of Commerce Peoria, Ill.**E. B. Conover Grain Co.**

Receivers and Shippers

**GRAIN CONSIGNMENTS**

Peoria, Ill.

**Smith-Hamilton Grain Co.**

Grain Merchants

Peoria - Illinois

Members Correspondent  
Chicago Board of Trade Beach-Wickham  
Peoria Board of Trade Grain Company  
Grain Dealers Nat'l Assn.

Good Prices and Quick Returns

**TRY US****GEO. L. BOWMAN & CO.**Grain CommissionRoom 24,  
Chamber of Commerce PEORIA, ILL.**Rumsey, Moore & Co.**GRAIN COMMISSION

Board of Trade Bldg., PEORIA, ILL.

**GRIER**  
**GRAIN & COMMISSION CO**331 So. Washington St.  
Opposite Board of Trade Bldg.  
PEORIA, ILL.We can give you first-class service on consignments.  
We also furnish bids.**L. E. SLICK**Receiver and Shipper**CASH GRAIN**

PEORIA, ILL. BLOOMINGTON, ILL.

**W. W. Dewey & Sons****GRAIN COMMISSION**

26 Chamber of Commerce

**PEORIA - - ILL.**

J. A. McCREERY

H. A. McCREERY

J. R. McCREERY

CONSIGN YOUR GRAIN TO

**J. A. McCREERY & SONS**

Service and Satisfaction Guaranteed.

RECEIVERS AND SHIPPERS

Room 5  
Board of Trade Bldg. PEORIA, ILL.BOARD  
OF  
TRADE

DULUTH

GRAIN  
RECEIVERS**YOU**Can keep in touch with  
the news and reports of  
the Grain and Elevator  
world by reading the "American  
Grain Trade."

SUBSCRIBE NOW—\$1.00 A YEAR.

**WHITE GRAIN CO.****SHIPPERS**FANCY OATS  
MILL OATS  
SCREENINGSFEED WHEAT  
BARLEY  
RYE

Write for Samples and Quotations

DULUTH



GRAIN  
&  
HAY  
EXCHANGE

## PITTSBURGH

GRAIN  
RECEIVERS

**HERB BROS. & MARTIN**  
Grain, Hay and Feed  
*BUYERS--SHIPPERS*  
Wabash Building, Pittsburgh, Pa.

**HARPER GRAIN CO.**  
401 Wabash Building,  
Pittsburgh, Pa.  
We know how to market grain only.  
Modern elevator facilities at your command.

OUR **Special Service** **W.F. HECK & CO.**  
**Satisfies Shippers** Car lot buyers and shippers of  
GRAIN, HAY, STRAW, MILL FEED  
Try Us For Pittsburgh Market  
705 Wabash Building

ESTABLISHED 1872  
**R. S. McCAGUE, Ltd.**  
Wholesale  
Receivers and Shippers  
Corn, Oats, Hay and Mill Feed  
417-419 Westinghouse Bldg.  
Pittsburgh, Pa.

**SAMUEL WALTON CO.**  
Hay—Grain—Mill Feed  
*Carloads Only*  
Pittsburgh, Pa. No. 8 Wood St.

**GEO. E. ROGERS & CO.**  
*Receivers and Shippers*  
Grain, Hay, Flour and Mill Feed  
*Experience—Years of it*  
TRY US ON THAT NEXT CAR  
801 Wabash Bldg. PITTSBURGH, PA.

PRODUCE  
EXCHANGE

## TOLEDO

GRAIN  
RECEIVERS

**CLOVER SEED**  
International Game, Played in  
Toledo, Ohio. Providence Does  
Dealing. When "Seedy" favor  
**C. A. KING & CO.**  
Like Billy Sunday, they Deal in  
Cash and Futures

F. MAYER J.A. STREICHER  
F.W. JAEGER W.W. CUMMINGS

**J.F. Zahm & Co.**  
ESTABLISHED 1879

TOLEDO  
FORTY YEARS

From the days of the old self-rake reaper to the header-thresher-sacker of today, the House of Zahm has stood for "responsibility" in the grain and seed business. Always keeping step with industrial and commercial conditions, it is today, after two score years, anxious to handle your consignments with the assurance of courteous and efficient service. "Send it to Zahm."

WHY NOT CONSIGN  
ALL THE TIME?

**Chatterton & Son**  
Lansing, Mich. Toledo, Ohio  
Wholesale shippers of  
Michigan Hay, Oats and Soft  
Milling Wheat  
Also Michigan Beans and Potatoes  
*When in the market ask for our prices.*  
MEMBERS PRODUCE EXCHANGE, TOLEDO, OHIO

**JOHN WICKENHISER & CO.**  
Wholesale Grain Dealers  
TOLEDO, OHIO  
We make track bids and quote delivered prices.  
Solicit consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of Trade.

Southworth  
for  
Service



OUR  
splendid location and facilities makes it advantageous for shippers and buyers of grain to give us their patronage.  
Let us handle your  
WHEAT  
shipments this season. Our service satisfies.  
**RICE GRAIN CO., Receivers and Shippers**  
Produce Exchange TOLEDO, OHIO  
S. L. Rice, Pres. Geo. D. Woodman, Mgr.

**H. D. RADDATZ & Co.**  
Wholesale Dealers  
Wheat, Corn, Oats, Barley, Rye  
Are you receiving our bids and quotations?  
Ask to be placed on the list.  
TOLEDO, " " " OHIO

**THE YOUNG GRAIN COMPANY**  
TOLEDO, OHIO  
**GRAIN AND SEEDS**  
Consignments :: Futures  
Let Us Demonstrate Our Service

# UNIVERSAL GRAIN CODE

FOR USE OF

## GRAIN and MILLING TRADES

MITCHELL BROS. PUBLISHING CO.,

Its 146 pages Contain 13,745 Expressions, Printed on  
Policy-Bond Paper, and Bound in Black Flexible Leather—Size 7x4½ inches. Price \$3.00  
431 S. Dearborn Street, CHICAGO, ILL.



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OF  
TRADE

✧ KANSAS CITY ✧

GRAIN  
RECEIVERS

GET OUR BIDS TO ARRIVE



CONSIGNMENTS

**ADDISON GRAIN CO.**  
Grain Commission Merchants  
Consignment Specialists

"Quality Grain for Particular People"

Get Our PRICES Before You Buy or Sell

Kansas City - - - St. Louis

R. J. Thresher, President and General Manager  
Eben S. Thresher, Secy. Chas. W. Avery, Treas.  
**THRESHER FULLER GRAIN CO.**  
Grain Commission Merchants  
Consignments Solicited

Grain Bought and Sold for Future Delivery  
311-314 Board of Trade KANSAS CITY, MO.

**WESTERN GRAIN COMPANY**

*Shippers (a Speciality)*

NATURAL FEEDING AND MILLING CORN, BARLEY, MILL FEED and FLOUR KAFFIR CORN, MILO MAIZE BULK OR SACKED

657-660 GIBRALTAR BUILDING

KANSAS CITY, MO.

MEMBERS - Kansas City Board of Trade, St. Louis Merchants' Exchange, Grain Dealers National Association

**A Card Ad**

in the

**"American Grain Trade"**

has Excellent Display and  
is Always Easy to Find.

**We Buy and Sell All Kinds of Grain**

CORRESPONDENCE SOLICITED

**SIMONDS-SHIELDS-LONSDALE GRAIN CO.,**

**Kansas City, Mo.**

CHAMBER  
OF  
COMMERCE

✧ MINNEAPOLIS ✧

GRAIN  
RECEIVERS

**GODFREY-BLANCHARD COMPANY**  
**G R A I N**

SUPERIOR SATISFACTORY SERVICE

MINNEAPOLIS

**CARGILL ELEVATOR CO.**

**SHIPPERS**

of all kinds of GRAIN

Operating Terminals at  
Minneapolis, Minn., & Green Bay, Wis.

Write for Samples and Prices

General Offices

1100 Soo Line Building

MINNEAPOLIS - MINN.

**The Scroggins-McLean Co.**

SHIPPERS OF WHEAT

Minneapolis - Minn.

J. L. McCaull, President B. A. Dinsmore, Vice President  
S. J. McCaull, Secretary A. M. Dinsmore, Treasurer

**The McCaull-Dinsmore Co.**

COMMISSION MERCHANTS

915-16-17 CHAMBER OF COMMERCE

MINNEAPOLIS, MINN.

DULUTH

MILWAUKEE

OMAHA

**Cereal Grading Co.**

W. T. FRASER, Vice Pres. & Mgr.

**GRAIN MERCHANTS**

CHOICE MILLING WHEAT & RYE

Twenty-five years' experience in selecting  
and forwarding choice wheat and rye for  
mills. Largest rye handlers in the West.  
Also shippers of oats, barley and screenings.

Operating Elevator L

612 Chamber of Commerce

MINNEAPOLIS,

MINN.



MERCHANTS'  
EXCHANGE

ST. LOUIS

GRAIN  
RECEIVERS**Nanson Commission Co.**

(INCORPORATED)

**GRAIN AND HAY**Write Us for Full  
Information on  
St. Louis Markets

202 Chamber of Commerce

ST. LOUIS

Consignments a  
Specialty**GOFFE & CARKENER CO.**

RECEIVERS

**GRAIN, HAY AND SEEDS**

106-107 MERCHANTS EXCHANGE

ST. LOUIS

W. C. GOFFE G. S. CARKENER G. C. MARTIN, Jr.  
K. C. Mo., Office, 101-102 Board of Trade**"THE CONSIGNMENT HOUSE  
OF ST. LOUIS"**

GRAIN, HAY and GRASS SEEDS

**Picker & Beardsley Com. Co.**

125 MERCHANTS EXCHANGE

**Mason Hawpe Grain Co.****GRAIN MERCHANTS**

Belt Elevator

St. Louis, Mo.

*When You Need a  
Responsible Commission  
House, Think of***Seele Bros. Grain Co.**

St. Louis

**Service - Security**

RECEIVERS  
EXPORTERS

**Marshall Hall  
Grain Co.**

ST. LOUIS

SHIPPERS  
OF GRAIN

MARTIN MULLALLY, Pres.

**MULLALLY HAY AND GRAIN CO.**

HAY, GRAIN AND SEEDS

Merchants Exchange

ST. LOUIS, MO.

ALEX. C. HARSH  
PRESIDENTV. C. ELMORE  
VICE-PRESIDENTJOHN H. HERRON  
SECRETARY AND TREASURER**ELMORE-SCHULTZ GRAIN COMPANY**  
**EXPERT SERVICE GIVEN CUSTOMERS**

513-516 MERCHANTS EXCHANGE

ST. LOUIS, MO.

322 S. WASHINGTON STREET

PEORIA, ILL.

440-445 POSTAL TELEGRAPH BUILDING, CHICAGO.

We SOLICIT A PORTION OF YOUR BUSINESS FOR ANY OF THE ABOVE MARKETS, ON THE  
MERITS OF THE SERVICE WE CAN RENDER YOU.LET US HAVE YOUR OPTION BUSINESS IN CHICAGO AND ST. LOUIS.  
NOTIFY AND MAKE DRAFT ON US AT ST. LOUIS ON ALL SHIPMENTS.**Toberman, Mackey & Company**

Fastest Growing Commission House in America.

Can handle your consignments in St. Louis and Kansas City.

**GRAIN, HAY AND SEEDS**

ST. LOUIS

KANSAS CITY

**COMBINATION**

— PRICE FOR —

**"AMERICAN MILLER" "AMERICAN GRAIN TRADE"****\$2.50**

Send in your SUBSCRIPTION NOW

**Powell & O'Rourke**

GRAIN COMPANY

Receivers—Shippers

—Exporters

Operating

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Luke Grain Co., grain commission.\*  
McCreery & Sons, J. A., com. merchants.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain commission.\*  
Slick, L. E., receivers and shippers, cash grain.  
Smith-Hamilton Grain Co., grain.\*  
Warren Commission Co., consignments.\*

### PHILADELPHIA, PA.

Lemont & Son, E. K., wheat, corn, oats, feed.\*†  
Miller & Sons, L. F., receivers and shippers.\*†  
Richardson Bros., grain, flour, mill feeds.\*  
Rogers & Co., E. L., receivers and shippers.\*†  
Young & Co., S. H., grain, flour and feeds.

### PITTSBURGH, PA.

Harper Grain Co., grain commission.  
Heck & Co., W. F., grain, hay, mill feeds.\*†  
Herb Bros. & Martin, grain and hay.\*†  
McCague, R. S., grain and hay.\*†  
Rogers & Co., Geo. E., receivers & shippers.\*†  
Walton Co., Samuel, hay, grain, mill feed.\*†

### RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed.\*†  
Southern Brokerage Co., hay, grain, feed.\*

### ST. JOSEPH, MO.

Marshall Hall Grain Co., receivers, shippers.\*

### ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers, shippers.\*†  
Goffe & Carkener Co., grain, hay, seeds.\*†  
Graham & Martin Grain Co., rec. exclus.\*†  
Langenberg Bros. Grain Co., grain com.\*†  
Marshall Hall Grain Co., rec., shippers, & exp.\*  
Mason Hawpe Co., grain merchants.\*  
Mullally Hay & Grain Co.\*†  
Nanson Commission Co., receivers, shippers.\*†  
Picker & Beardsley Com. Co., grain, hay.\*†  
Powell & O'Rourke Grain Co., receivers, shippers, exporters.\*  
Prunty, Chas. E., grain and seeds.  
Schisler Seed Co., A. W., field and garden seeds.  
Seele Bros. Grain Co., commission.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*†  
Turner Grain Co., grain commission.

### SIDNEY, OHIO.

Chambers, V. E., wholesale grain and hay.\*†  
Custenborder & Co., E. T., buyers and shippers of grain in car lots.\*  
Wells Co., J. E., wholesale grain, seed.\*

### SIOUX CITY, IOWA.

Bell, Hunting & Co., grain.

### SPRINGFIELD, ILL.

Lloyd & Co., John H., grain merchants.\*

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.

### TIFFIN, OHIO.

Sneath-Cunningham Co., grain and seeds.

### TOLEDO, OHIO.

Chatterton & Son, hay, oats, wheat.\*†  
De Vore & Co., H. W., grain, seeds.\*  
King & Co., C. A., grain and seeds.\*†  
Raddatz & Co., H. D., grain, seeds.\*  
Rice Grain Co., receivers and shippers.\*  
Southworth & Co., grain and seeds.\*†  
Wickenhiser & Co., John, grain dealers.\*  
Young Grain Co., grain, seeds.\*  
Zahm & Co., J. F., grain and seeds.\*†

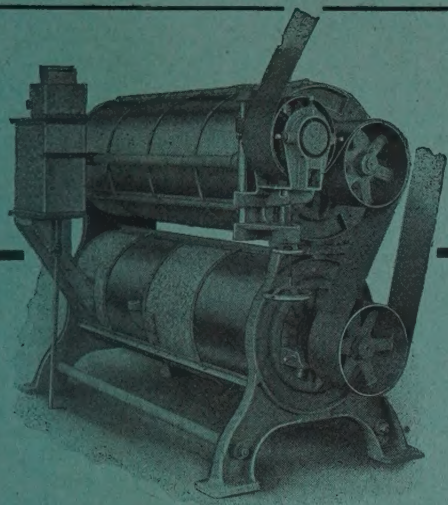
### TOPEKA, KAN.

Derby Grain Co., wheat, oats, corn.\*  
Golden Belt Grain & Elevator Co., grain.\*  
Crosby & Co., E., grain, flour, feed.\*

### WINCHESTER, IND.

Goodrich Bros., wholesale grain, seeds, hay.\*†





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A Wolf-Dawson Wheat Washer and Drier No. 9310 has an average capacity of 300 bushels per hour.

**COST**

18 H. P. equals 13.428 K. W. at 2½c.....\$ 0.335  
Water, 160 Cu. Ft. per 300 Bu., at 75c per M......12  
Attention, waste, etc......60

Cost per hour.....\$ 1.055  
Ten hours per day..... 10.55

Wheat cleaned per hour, 300 bu.  
Wheat cleaned per day, 3,000 bu.  
Cost of washing per bushel.....\$ 0.0035

**RETURNS**

Dockage at 10c per bu., on 3,000 bu..... 300.00  
Cost per day..... 10.55

Profit per day.....\$289.45  
Figure this out at your own local prices for power, water and labor, and the prevailing dockage and the clear profits each day is ample proof of the wisdom of buying smutty wheat and washing it on a W-D Washer and Drier.

# Money In Smutty Wheat

## Here is the Proof

Figure the horsepower at from 2½ to 8 cents per K. W., the water at 75 cents to \$1.50 per cu. ft. and the labor or attention at 60c to 90 cents per hour and the statement below shows a profit each hour of from \$27.79 to \$28.95. And this at a minimum dockage of 10 cents per bushel.

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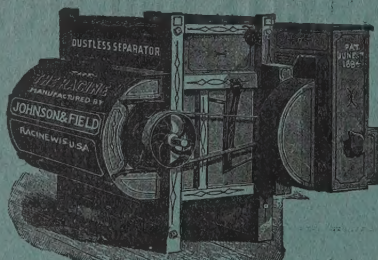
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